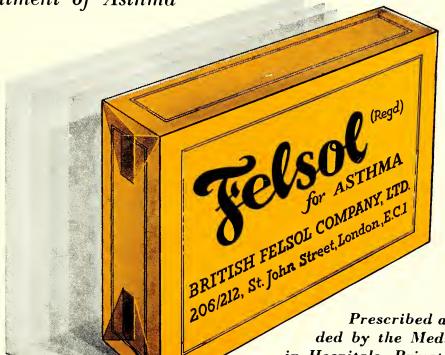
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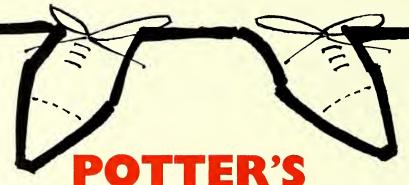
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#### A remedy for COUGHS, COLDS & HAY FEVER

Allow to dissolve slowly in the mouth, breathing through the nose to allow the healing properties to act directly upon the respiratory organs.



FORMULA OI, Pini Sylv. 0:41 OI. Pini Pumil. 0:41 OI. Eucalyp. 0:2 Creosot.0:2 Menthol 0:83 Thymol 0:2 Aqueous extractive from Althaes 0:5 Basis to 100 0

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Volume 174

OCTOBER 15, 1960

No. 4209

### "Absurd" Claims for Drugs

A DOCTOR CRITICISES MANUFACTURERS

"QUITE foolish and absurd claims are being made for the use of some of the drugs in quite the wrong type of patient." That criticism of manufacturers' claims was made by Dr. W. Sargant (St. Thomas's Hospital, London) at a "clinical meeting" of the British Medical Association in Middlesbrough on October 7.

Dr. Sargant said that 5,000 suicides occurred each year in Britain, and many of them were patients with recoverable depressions in which the diagnosis had been missed by the doctor concerned, or the wrong treatment had been given.
"Yet advances in treatment in recent years now make this one of the easier of all mental diseases to help in a practical manner. One of the most important recent advances is the emergence of a group of new anti-depressant drugs. Unfortunately, intensive competition between drug manufacturers to capture their share of the enormous potential market has resulted in excessive claims being made for them and wrong groups of cases suggested for their use. The total of suicides is rising higher and higher in this country, and a large number of these are patients who have been to doctors and have obtained the suicide that said the suicides is rising the suicides is rising the suicides in the suicides is rising the suicides in the suicides is rising the suicides in the suicides in the suicides is rising the suicides in the suicides in the suicides is rising the suicides in th tained very little help and feel that sui-cide is the only way out." Different firms were trying to get their new drugs on the market—some of them little dif-ferent from those already being used. Dr. Sargant then commented on the "absurd claims" and said they added chaos to the present confusion about the real value of those drugs, "At St. Thomas's we have been able to test some of these drugs in advance of their

general uses, but many of the drugs are being rushed on the market with little preliminary testing." Dr. Sargant said it seemed certain that the treatment of many cases of depression would shortly pass back again from the psychiatrist to the general physician as more empirical physiological remedies were discovered and as research revealed the underlying physiological causes of many present mental illnesses.

#### Chemist "Fined" £100

FAILED TO SUBMIT PRESCRIPTIONS

THE Warwickshire Executive Council at a recent meeting decided to recommend that the Minister of Health should withhold £100 from a chemist's remuneration for failing to submit prescriptions for pricing within three days of the end of each month. The chemist appeared before the Pharmaceutical Services Committee and explained that his pharmacy was a busy one and he had great difficulty in finding time to prepare prescriptions for pricing due to staff problems. In his opinion the only sufferer was himself, as the outstanding prescriptions represented several thousands of pounds owing to him. The Committee pointed out to the chemist that submission of prescrip-

tions for pricing was necessary if the pricing bureau was to deal smoothly and efficiently with the heavy volume of work. It was the sixth occasion during the past seven years that it had been necessary to investigate the chemist's failure to comply with that requirement of the terms of service. Sums of £5, £10, and £25 had been withheld from his remuneration in the past.

#### Flood Damage

SCHEDULED DRUGS WASHED AWAY

SEVERAL thousand phenobarbitone and other dangerous tablets and eapsules were washed out of a chemist's shop in Exeter Road, Exmouth, in the recent floods. When the flood water poured into the front door of the pharmacy of Mr. Harry Stocker and out through the back, it broke open a wall cabinet in which Dangerous Drugs were kept, and all those below 4 ft. from the floor were swept out. Mr. Stocker and his wife were on holiday in Rome at the time, enjoying the prize Mr. Stocker won in a trade competition (two weeks' holiday in Italy for two) and in response to a cable from his mother they immediately arranged to fly home. In the meantime, the disappearance of the drugs had been reported to the police by Mr. Stocker's sister, Mrs. M. R. Buttle, Colleton Way, Withycombe, Police visited schools at Exmouth, Devon, to warn children that if they found any bottles or tins containing tablets or capsules they should hand them to the police or to their parents immediately. In the wreckage of his battered shop, Mr. Stocker said he thought that 100 to 150 bottles, each containing between twenty-five and 100 barbiturate tablets,





TO A PHARMACY AT EXMOUTH: At left, men from the Durham Light Infantry pump water from beneath the shattered floor of the pharmacy of Mr. H. W. Stocker, M.P.S., Exeter Exmouth, The pump was taken inside the shop to complete the operation, At right, the exterior of the premises with troops clearing away flood - ruined stock. The pavement is inches deep in thick red mud. The left-hand plate-glass window was completely smashed by the force of the 4 ft. deep torrent.

were washed away. Another 10,000 phenobarbitone tablets in tins had gone, but those tablets had quite likely dissolved in the flood water. Mr. Stocker estimated his total damage at between £3,000 and £4,000. The pharmacy was in fact flooded twice. On September 30 the water rose to the top of counters in the shop and barely had drying out been completed when the floods returned even deeper than before.

#### **Pharmaceutical Society**

EXAMINATION RESULTS

THE following candidates were successful in the Intermediate examination (old regulations) held by the Pharmaceutical Society in England and Wales in September:—

ADEYINKA, A. O., Rotherham; BATES. B. P., Dagenham; BIRTWISTLE, Margaret, Farmworth; EVANS, N., Blackwood; FULLER, C. A. McD., Hastings; HUGHES, P., Hassocks; JONES, Patricia M., Caerphilly; MAGSON, R. S., Coventry; MARTIN, F. P., Crouch End; O'TI, O., Brighton.

The following were successful in Part 1 of the Pharmaceutical Chemist Qualifying examination (new regulations) held by the Pharmaceutical Society in England and Wales in September (A = pharmacognosy I; B = pharmaceutical chemistry I; C = physiology):—

ALLEN, D. W. (B), Chesterfield; ALLIE, O. B. (C), South Kensington; BAYLIFFE, O. B. (C), South Kensington; BAYLIFEE, Patricia A. (B), Oldham; BEARDSHAW, Hazel M. (A, C), Sunderland; BREEN, J. G. (B), Newcastle-on-Tyne; BRUTON, A. H. (C), Dudley; DACRE, J. H. (B), Wakefield; DEAR, E. N. (C), Stotfield; DUNSIRE, J. B. (A, B, C), Leicester; ELLIS, Jean C. (A, B, C), Billingham; FLYNN, Margaret M. (A, B, C), Newcastle-on-Tyne; FOSTER, D. (A) Londonderry; FDV Tyne; Foster. D. (A), Londonderry; FRY, J. H. (A, C), Kings Langley; GIBBON, W. (A, B), Meadowfield; G1BBS, J. I. F., (C), Coventry; Gooch, R. N. (A, C), Hove; Graham, I. W. (A, B), Ashington; Hampson, Judith A. (A, B), Gayton; HARDING, Ann G. (A, B, C), Macclesfield; HAYTHORNTHWAITE, Norah M. (A, B, C), Lancaster; Islania, S. K. (B, C), Leicester; JARVIS, J. C. (B), Carnworth; JOHNSON, Elizabeth (C), Newcastle-on-Tyne; JONES, W. H. (B, C), Riding Hill; LEAH, J. H. R. (C), Worksop; Lee, Susan A. (A, B, C), Bromborough; Lewis, J. F. D. (A), Port Talbot; Liewelyn, G. (A, C), Axminster; Lyall, Sibelle F. (C), Stoke Newington; Maskell, J. H. (B), Mill Hill; Matta, P. B. (A), Munster; McCulloch, T. M. (A), Hampton; Morris, Rosemary E. (C), Worcester; Olubi, N. O. (A, B, C), Sunderland; Patel, B. C. (B, C), Sunderland; POTTS, Gillian (A, B, C), Sunderland; ROBERTS, E. P. (C), Lymington; SHAH, C. N. (B, C), Muswell Hill; Watson, R. (A, B, C), Newcastle; Wickes, Jane S. C. (B, C), Wolverhampton; Woolery, L. L. (A, B, C), West Kensington.

#### **Export Drive**

MINISTER REPORTS GOOD PROGRESS

THE export drive launched recently by the Prime Minister (Mr. Harold Macmillan) is already producing "most encouraging results," according to Mr. Reginald Maudling (President of the Board of Trade). "Although August is

not normally a month of peak business activity, incoming inquiries to the Board of Trade Export Services Branch were 15 per cent, up on last year," he said in London on October 6. There had been a 90 per cent. increase in requests for help in finding overseas agents. Reports of quickening activity continued to come in from other parts of the country and from abroad, he said. Mr. Maudling added: "It is my impression that firms which have entered the export field, be they large or small, have found that an export market is a good balancing factor against a falling off of the home market. We have to recognise we just cannot have a stable home market unless we have an adequate export trade." Britain's economy was so sensitive to shifts and trends in world trade, and to rising costs at home, that the margin of reserves on which we operated was so inadequate that we could not afford to risk ignoring what was happening in the world outside.

#### **Anglo-Soviet Trade**

QUOTAS FOR MEDICINAL PRODUCTS

QUOTAS for trade in consumer goods between the Soviet Union and the United Kingdom have been established for the year ending June 30, 1961. The quotas will be for £2.85 millions (f.o.b.) worth of goods in each direction. Both sides have agreed to further talks during the year with a view to arranging additional quotas to bring the totals up to £4 millions (f.o.b.) in each direction—the target set during the first annual review of the Anglo-Soviet trade agreement which took place in June. Among the principal quota items for import into the United Kingdom are medicines, drugs and pharmaceuticals (including raw materials) to the value of £165,000, c.i.f., cameras, £165,000, perfumery, £55,000, and toilet soap, £44,000, Quota values for imports into the Soviet Union during the period include: Medicines, drugs and pharmaceuticals (including raw materials), £100,000; photographic materials, £10,000; razor blades, £10,000; and toilet preparations, £10,000.

#### **Insulin Symposium**

MEDICAL BULLETIN'S SPECIAL NUMBER

INSULIN is the subject of the current number of the British Medical Bulletin (Vol. 16, No. 3), published by the Medical Department, the British Council, twenty shillings. The number begins with the story of forty years of research in insulin by Best, its codiscoverer with Sir Frederick Banting. This is followed by an account of the chemistry of insulin by Sanger, based on his Nobel prize lecture (see C. & D., April 25, 1959, p. 460). Included also are up-to-date and well-documented reviews on insulin in blood, insulin antagonists and antibodies, as well as papers on the action of insulin on carbohydrate metabolism, on fatty acids and protein metabolism. Four of the contributions deal with the purely clinical side of the picture, and there are articles on synthetic substitutes of insulin.

#### P.A.T.A. Elections

TWELVE VACANCIES ON THE COUNCIL

FOR 1961 twelve seats on the council of the Proprietary Articles Trade Association are open for election. The retiring members are: Manufacturers' Section, Thos. Christy & Co., Ltd.; Horlicks, Ltd.; Johnson & Johnson (Gt. Britain), Ltd.; Vick International, Ltd.; Wholesale Section, Ayrton, Saunders & Co., Ltd.; Thos. McMullan & Co., Ltd.; Raimes, Clark & Co., Ltd.; Sangers, Ltd.; Retail Section, T. C. Neville Booth; H. G. Moss; G. H. Walker; J. F. Watts. It is open to the members to nominate candidates for the vacancies in their respective sections. Last day for receipt of nominations is November 7. They should be addressed to the secretary at 43 Gordon Square, London, W.C.1.

#### Chemicals in Europe

FREE MARKET PROBLEMS DISCUSSED

THE presidents and directors of the Centre Europeen des Federations de l'Industrie Chimique (CEFIC), comprising the associations of Austria, Belgium, Denmark, France, Germany, Great Britain, Holland, Italy, Sweden and Switzerland, met on October 2–4. It was one of a series of meetings at which the chemical industry is considering the economic problems of integration in Europe, particularly the difficulties arising from the existence of the two economic groups. The member associations undertook to consider in detail in their own countries, the possible effects upon the principal sectors of the chemical industry of a free market covering all Western Europe.

#### Christmas 1960

WHITLEY COUNCIL AGREEMENT

THE General Council of the Whitley Councils for Health Services (Great Britain) has agreed that, in England and Wales, December 26 and 27 should be regarded as bank holidays. December 25 is to be regarded as a normal Sunday. In Scotland two of the following days may be regarded as public holidays:—December 26, December 27, January 2, January 3. It has also been agreed that December 25 and January 1 are to be regarded as normal Sundays. The arrangements do not affect nursing or midwifery staff whose annual leave entitlement includes bank holidays but the decisions do apply to hospital medical and dental staffs.

#### **A Correction**

CHAMBER OF TRADE CONFERENCE

THE error of a correspondent caused the name of the speaker on retail price maintenance at the National Chamber of Trade conference (C. & D., October 8, p. 429) to be incorrectly given. The speaker was in fact Mr. F. A. Friday (economic adviser to Electrical and Musical Industries, Ltd.), Mr. Friday argued, too, that where uniformity of pricing was in operation there was no evidence [negative omitted] of extensive falls and rises in price and turnover caused by "poaching" by price cutters.

#### IRISH NEWS

#### First Opticians Act Case

REGISTRATION FEE "TOO COSTLY"

WHAT was stated to be the first case brought under the Opticians Act, 1956, was heard at Tralee District Court, Republic of Ireland, when Richard J. Taylor, 48 Moyderwell, Tralee, was fined £1, with £25 expenses, for practising while not being registered with Bord Na Radharchmastoiri, Mr. P. O'Reilly, for the Bord, said the prosecution was brought with great regret. Apparently Mr. Taylor's attitude was that the fee of £22 1s. was excessive. Despite letters from the registrar he had continued to practise. Subsequently he admitted the offence and tendered the fine. Dr. Donal R. O'Neill, defending, said Mr. Taylor had been practising for thirty-five years. At the passing of the Act in 1956 he entered into ccrtain correspondence with the Bord. Judging by that correspondence he did not appear to be fully conversant with the responsibilities resting on him. Since then he had paid the fee and been registered.

#### NEWS IN BRIEF

REPRESENTATIONS have been made for the inclusion in the Drug Tariff, of eye pads for use by patients after cataract and other eye operations.

DR. George Edward Godber, K.C.B., succeeds Sir John Charles, C.B., chief medical officer of the Ministry of Health, the Ministry of Education, and the Home Office, when the latter retires on November 30.

PROFESSOR John McMichael, M.D., F.R.C.P., F.R.S., who holds the Chair of Medicine in the University of London at the Post-graduate Medical School, Hammersmith, has been appointed a trustee of the Wellcome Trust in place of Sir Henry Dale, O.M., G.B.E., F.R.C.P., F.R.S., who retired from the trusteeship in July, and was succeeded as chairman by the Lord Piercy, C.B.E. Professor McMichael's appointment became effective on October 10. Sir Henry Dale continues to serve the Trust in an advisory capacity as scientific consultant.

#### SPORT

Golf.—LIVERPOOL CHEMISTS' GOLFING SOCIETY, at Woolton golf club, on September 21, Captain's Prize, P. W. Woodhouse (10), 72; Johnson & Johnson Prize, W. Jones (11), 73; Cupal Prize, J. W. Smith (4), 73; CIBA Prize, J. P. Fox (20), 73; I.C.I. Prize, Dr. R. Campbell (20), 73

MANCHESTER PHARMACEUTICAL GOLFING SOCIETY, Stockport golf club, on October 5. President's Prize, J. Cropper and B. Hewitt, 42. IRISH CHEMISTS' GOLFING SOCIETY, Clontarf golf club, on September 28, Final outing of the season, Prizes presented by M. G. Baynes & Co., Ltd., and Goya, Ltd. Strokes, I, D. Flanagan (12), 56: 2, A, Walsh (15), 56; Bogey, I, P. Fahey (10), 3 up; 2, M. Costello (15), 1 down; Class One, F. Kavanagh; Class Two, E, Massey, Among the guests at the dinner that followed were Messrs, H. P. Corrigan (president, Pharmaceutical Society of Ireland), A, C. Hennessy (president, Irish Drug Association), H, G. Campbell (a member of the Council, Pharmaceutical Society of Northern Ireland), B. Moore and N. Hogg (Ulster Chemists' Association Golfers), and M. Baynes (M. G. Baynes & Co., Ltd.).

#### TOPICAL REFLECTIONS

By Xrayser

Ethics

Pharmacy today is much concerned with ethics and things ethical. It has a code of ethics, in the form of a Statement upon Matters of Professional Conduct. The Council of the Pharmaceutical Society embodies an Ethical Committee, whose duty it is to encourage members to observe the principles enunciated in the statement. Pharmacy also is intimately concerned with "ethical" products. The description implies that such preparations have a moral standing and purpose which is lacking in medicines not so described, whereas the word has been coined to differentiate between the product generally reaching the consumer through the agency of a medical prescription, and that purchased for self-medication on the recommendation of the advertiser. In the light of the discussion at the area conference held in Durham (p. 433) it may be advisable to drop the use of the word "ethical," and to find a more suitable name, for attention was drawn to the fact that some manufacturers of the so-called ethical products promote their sales by "expensive gifts or prizes or other inducements." The member who raised the matter said that such practice was distasteful to the majority of members, whether directed at the prescriber or the supplier of the products. I entirely agree with the speaker, and with the members of Council present, who deplored the fact that pharmacists were prepared to assist in such schemes. In the case of the pharmacist, the offers are of a commercial nature, but with the doctor the situation is not quite a parallel. When the doctor is the subject of such kind attention it is hoped that he will, in return, prescribe the products of the generous donors, and, in a National Health Service, the products are paid for out of public funds. On reflection, perhaps the word "generous" is as out of place as "ethical."

#### Reward

In glancing through an old recipe book, such as all pharmacists and their apprentices once kept, I came across a scrap of paper illustrating how much work and knowledge went unrewarded in the pharmacy of fifty years ago. The owner of the notebook had challenged the board of examiners about the turn of the century, and to the end of his life was able to recite the botanical source, natural order and habitat of his early materia medica. The faded piece of paper before me as I write shows the translation of theory into practice, for the note asks for 1d. beeswax; 1d. Vaseline; 1d. eucalyptus oil; 1d. oil of swallows. One would like to follow the "do-it-yourself" apothecary to his kitchen fireside to watch his pride in producing an ointment for the modest outlay of fourpence, but that is denied to us. What does impress is the patience of the pharmacist for such a frugal return. One might even excuse in Apis mellifica a feeling of resentment. I suspect that the survival of the purely pharmaceutical order is due to certain peculiarities in spelling. Eucalyptus was ever a word full of traps for the unwary.

#### Dispensing fees

I note that a joint meeting at Watford (p. 437) expressed its dissatisfaction with remuneration within the National Health Service, and a resolution expressing the feeling incorporated a demand for an immediate substantial increase in dispensing fees. I imagine that such feeling, which is widespread, will find expression in increasing volume in the near future. It is a human reaction to the recent substantial grant made to the doctors, though it is fair to say that the feeling existed prior to that award. That the dispensing fee is uppermost in the minds of pharmacists was also shown by a speaker at the area conference in Durham. He is reported to have asked that a maximum dispensing fee be included in the Pharmaceutical Society's Statement upon Matters of Professional Conduct. The reply of Mr. Bloomfield to the effect that to do so would contravene the Restrictive Trade Practices Act surprised me. Surely a dispensing fee is a professional fee. I think that any suggestion that it was "trade" could be easily countered.

#### A Congress on the History of Medicine

#### FIRST EVER IN THE BRITISH COMMONWEALTH

THE opening of the first-ever British (or even Commonwealth) Congress of the History of Medicine and Pharmacy was marked by the award of Honorary Fellowships to a distinguished British and a distinguished American medical historians; Sir Geoffrey Keynes, M.D., F.R.C.P., F.R.C.S., and Professor Owsei Temkin, M.D. The Fellowships were in the Faculty of the History of Medicine of The Worshipful Society of Apothecaries of London, organisers of the Congress. The award of the Fellowship is to be exclusive, not more than twelve being held at any one time, irrespective of nationality. It is bestowed for outstanding services to scholarship in the history of medicine and pharmacy. Sir Geoffrey Keynes is the author of "fundamental" work on Harvey, Sir Thomas Browne, John Ray and Robert Hooke. Professor Temkin is director of the Institute of the History of Medicine, Johns Hopkins University, Baltimore, U.S.A. One of the most scholarly of living medical historians, he is the author of "The Falling Sickness" (epilepsy) and of other erudite contributions on classi-cal and mediaeval medicine. Both awards were made in absentia. Geoffrey's was received on his behalf by Sir Arthur Porritt (president of the Royal College of Surgeons) and Pro-fessor Temkin's by the American Cultural Attaché.

Sessions of Congress were held at the Apothecaries' Hall, Royal Society of Medicine, and Royal College of Physicians. In his opening address as president Dr. W. S. C. Copeman, O.B.E. (chairman of the Faculty), said that before 1948 the study of medical history had appeared a pleasant and harmless recreation. Since the entry into medicine of doctors trained largely on State grants and functioning under a National Health Service, the only hope for the continued status of medicine seemed to some to reside in the new generation becoming aware of the traditions of their calling. Hitherto, the study had been largely by educated doctors. It now demanded the cooperation of other disciplines and had aroused the interest of general historians. The theme of the current congress was "The Evolution of Medical Practice in Britain."

#### Medical Legislation Surveyed

The remaining sessions were taken up with papers and discussions on aspects of that theme. Dr. F. N. L. Poynter (secretary of the Faculty and of the Congress) dealt with the influence of legislation. He quoted from the earliest document governing the practice of medicine in England; a document of 1421 empowering the Privy Council to make and enforce regulations and punish exploiters. That had been premature and unrealistic because at that time there was no medical profession to organise. An Act of 1512 (under Henry VIII) had permitted practice only by graduates from Ox-

ford and Cambridge or under licence from a bishop. Despite other statutes, the Act was never repealed until the Medical Act of 1858. Over a period the surgeons and the apothecaries (the latter "the mainstay of medical practice among ordinary people") had been pursued by the College of Physicians, but in 1703 a House of Lords decision went against the College, and



One of the Fellowships being presented.

the apothecary continued to be the *de facto* "family doctor," though surgeon-apothecaries became more common. A new measure to regulate practice was sought and under the "enlightened" Act of 1815 the ability to practise became dependent on examination and licence of the Society of Apothecaries. That Society carried out its duties, giving approval to no-body with less than a five-year apprenticeship, and becoming the first body to institute a written examination (Civil Service examinations came later). The Act of 1858 was paradoxically an outcome of the very success of the Society, since a class of practitioners came into existence that demanded protection against "competition" from unqualified or less qualified persons.

When it came, the 1858 Act pleased

nobody, since no prosecutions under it were initiated by the State, and no single standard of qualification was imposed. However, those matters were taken care of in the next statute, the Act of 1862, under which, among other things, the General Medical Council was established.

"The Influence of Medical Education" was the subject of a paper by
Dr. Charles Newman (representative
on the Congress Committee of the
Royal College of Physicians) who explained how, by its principle that there
was nothing human that might not be
studied, the Renaissance eventually
led to the emancipation of medicine,
though its first effect had been to tie
practice more firmly to the rigid tenets
of Galenism.

#### Four Kinds of Clinical Research

"The Influence of Medical Societies" was outlined by DR. W. H. Mc-MENEMY; "Health Insurance Schemes and the Evolution of Medical Practice" were reviewed by DR. FFRANGCON ROBERTS; and DR. K. D. KEELE discussed "The Influence of Clinical Research." He classified clinical research into four kinds: Hippocratic (the evaluation of signs and symptoms in prognosis—applied by Sydenham to the natural history of disease); the Harveian or experimental method, with an always—but variable—delayed effect on medical practice; clinical examination, and its widening by the introduction of instrumental aids in diagnosis; and methods of treatment, in which it was evident how difficult it was to assess the value of drugs empirically, and how essential was co-operation between clinical and laboratory research.

(To be concluded)

#### Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

#### A Manufacturer's Problem

SIR,—Mr. Crowther, in his letter, "A Manufacturer's Problem" (C. & D., October 8, p. 348), begs chemists to advise him what more his firm can do "to make known to them that every major wholesaler in the country has our product in stock." Mr. Crowther has, in his letter tried hard to avoid taking advantage of a simple and effective way to achieve his declared object. He refers to his firm's "commercial product," to his firm's "scientific product," and refers repeatedly to his firm's "product." He calls it "it." He could not be more modest about his firm's "product." One wonders what name has been given to it. But Mr. Crowther will not tell us!

Martin Conway, Manchester, 15

[We omitted the name to keep the matter to an issue of principle, not publicity.—EDITOR.]

SIR,-I do not know the answer to

Dr. Crowther's plea, unless it is that chemists fail to stock Napisan because they just don't take to the "sanitising" motif. But I would like in turn to put a question to Dr. Crowther concerning some of the other Gascoine-Crowther "sanitants" such as "Lactosan" and "Red Label" hypochlorite, with which many country chemists must be familiar. The question is why Gascoine-Crowther, Ltd., have now started selling those dairy chemicals to the farmers at trade terms, through farmers' trading associations, thus taking the business out of the hands of the agricultural chemists and merchants? Can it be that the latter too have been reluctant to sell his firm's products? Dr. Crowther's letter seems to imply that chemists are a peculiar lot for failing to co-operate more readily with his company, but may it not be that he should be tossing his problem into some laps nearer home?

Hodges & Moss, Ltd., Shrewsbury

#### **NEW PRODUCTS AND PACKS**

Blackcurrant Health Drink.—Optrex, Ltd., Wadsworth Road, Perivale, Greenford, Middlesex, have launched a new blackcurrant health drink, Fruvita, containing blackcurrant juice and sweetened with sugar. Fru-vita, which is being marketed through chemists only, is issued in an uncharged bottle that may be thrown away after use.

Dog Health Products.—C. F. Gerhardt, Ltd., New Era Works, Purley Way, Croydon, Surrey, have launched the following new members of the Benbow's series of remedies for canine complaints:—Benbow's super vitamin condition tablets, each containing vitamins A. B., B., D and calcium and phosphorus, in containers of ten and thirty; Benbow's super roundworm tablets, each containing 0-25 gm. of piperazine as citrate; and Benbow's super tapeworm tablets, each containing 0-5 gm. of dichlorophen.

Hydrocortisone Pessaries.—Described as "a new approach to an old problem," Flurymal pessaries, produced by Schering, A.G., Berlin, Germany, and marketed in Britain by Pharmethicals, Ltd., 20 Gerrard Street, London, W.1, contain hydrocortisone sodium hemisulphate and hexachlorophane. The former is a derivative (developed by the company) for which exceptional solubility is claimed, causing the pessaries to dissolve within thirty minutes. Side effects are understood not to have been observed. Symptomatic relief in leucorrhœa is given within 24–48 hours. The packs are boxes of six and fifty.

Chlorophyll Colloidal Suspension.—Actiphyll, a copper-free pure chlorophyll colloidal suspension in physiological saline, is available from J. P. M. Pharmaceuticals, Ltd., 26 High Street, London, S.W.19. Each mil contains 100 mgm. of chlorophyll  $\alpha$  and  $\beta$  and 0.25 per cent. of o-hydroxy-diphenol (sodium salt); and normal saline. The activated chlorophyll is prepared by a new process that is claimed to preserve the total chlorophyll fractions in their natural proportions and conjunctions. It is soluble in water or spirit in all proportions. Its indications are secondary and hypochromic anæmias, and the treatment of gastric and duodenal ulcers.

Anabolic Agent. — A new anabolic agent, Anapolon (oxymetholone), originating from the research laboratories of the Syntex Corporation and manufactured in Great Britain by Imperial Chemical Industries, Ltd., is being marketed in Britain by the I.C.I. pharmaceuticals division, Wilmslow, Ches. Its feature is its ability to promote the retention of nitrogen and other elements essential for tissue building. Anapolon is claimed to restore the metabolic balance and facilitate recovery in febrile or wasting disease, in impaired development in children, in surgical procedures, and in burns and other injuries. It is presented in containers of twenty-five, 100 and 500 scored tablets each containing 5 mgm.

Common-cold Control.—A new product, Triotussic, launched by A. Wander, Ltd., 42 Upper Grosvenor Street, London, W.1, is presented in two forms: as timed-release tablets and as

a flavoured suspension for children and those preferring liquid medication. Indicated for the symptomatic control of the total common cold syndrome (cough, nasal and bronchial congestion, pain and pyrexia), the tablets contain in each, and the suspension in each fl.



dr., 25 mgm. of Triominic (phenylpropanolamine-HC1, 12.5 mgm.; mepyramine maleate, B.P., 6.25 mgm.; pheniramine maleate, 6.25 mgm.); 20 mgm. of noscapine hydrochloride; 90 mgm. of terpin hydrate, B.P.C.; and 160 mgm. of paracetamol.

A New Antitussive. — Selvigon, a newly launched speciality of Smith

Kline & French Laboratories, Ltd., Welwyn Garden City, Herts, contains in each 3-5 mils of syrup or sugarcoated tablet 20 mgm. of 2-(2-piperidinoethoxy)-ethyl-1-aza - phenothiazine-10-carboxylate hydrochloride, a member of the newly developed aza-phenothiazine group of compounds. The product is indicated in coughing associated with acute and chronic diseases of the respiratory tract (including pharyngitis, tracheitis, bronchitis, bronchiectasis, emphysema, pneumonia, pleurisy, whooping cough, influenza, the common cold, pulmonary tuberculosis, silicosis, etc.). There are no contraindications, and no side effects have been reported. The syrup is issued in bottle of 3 fl. oz. and the tablets in containers of thirty.

Liquid Eye Liner.—Helena Rubinstein, Ltd., 3 Grafton Street, London, W.1, have launched a new eye make-up product, waterproof liquid eye-liner with red sable brush. The product is claimed waterproof, non-smear and non-smudging, and as easy to apply as a lipstick; it is available in black, brown, blue, green and deep violet. Messrs. Rubinstein are also marketing a ten-minute mask that "keeps you radiant for ten hours." The mask is claimed by the makers to refine the pores, eradicate tiny wrinkles and "carry nourishment deep down into the skin's cells."

#### TRADE NOTES

Laboratory Equipment Exhibitions.—J. W. Towers & Co., Ltd., Victoria House, Widnes, are staging exhibitions of laboratory equipment at the following centres: LEEDS, Guildford hotel, The Headrow, October 18–20. WIDNES, Queens Hall, November 22–24.

Introduced to Doctors. — Literature about Nycets antibiotic throat pastilles (see C. & D., October 1, p. 403) was mailed to general practitioners on October 5. Each pastille contains 1 mgm. of tyrothricin and 2.5 mgm. of cetyl pyridinium chloride.

Marketing Change. — The marketing of Cornucrescine hoof ointment, the manufacturer of which is W. H. Cowie, 128 Ebury Street, London, S.W 1., has been taken over by Crescent Preparations Co., Ltd., at the same address. Although purchase tax becomes chargeable on all sales to customers not registered for tax purposes, a new price structure has been established under which retail prices, including the tax, are unchanged.

Tie for First Place.—In a competition open to callers at the Christmas showrooms of Bourjois, Ltd., 2 Old Bond Street, London, W.1, many thousands of entries were received. The competition invited trade buyers, in major towns all over the country, to test their skill and judgment in estimating the fluid content of a large perfume bottle displayed in each of Bourjois' Christmas showrooms. There were two independent judges: Miss Eliza Kendal (Beauty Editor of Vogue) and Mr. O. H. Waller (Editor of The Chemist and Druggist). First prize was a Renault Dauphine car; second prize, a week's holiday for two people in Paris, travelling there by Air France

Caravelle, with first-class hotel accommodation and £50 spending money. For the third prize-winner, a Vespa motor scooter was forthcoming. There was a tie for the first place between Mr. John Ross Mitchell, 6 Firpark Terrace, Dennistoun, Glasgow, and Miss P. Kirkby, 22 Sample Avenue, Beverley, Yorks, and an eliminating contest is being held to decide the first and second places between them. The third prize was won by Miss C. French, Cairnjall Cottage, Bisley Old Road, Stroud, Glos, Mr. Jacques Léal (chairman and managing director, Bourjois, Ltd.) is to present the prizes at the Bourjois factory in Croydon in the near future. The competition created much goodwill for the company in the trade, and sales of Messrs. Bourjois' Christmas lines have exceeded all forecasts.

Guidance in Exports.—Among brochures issued recently giving useful information to manufacturers contemplating entering the export field are: Export—a brief guide, by W. H. Jones & Co. (London), Ltd., Tower House, London, N.20, and Exporting is Profitable by the National Union of Manufacturers, 6 Holborn Viaduct, London, E.C.1. Both are offered free of charge to inquirers.

#### **Bonus Offers**

C. F. GERHARDT, LTD., Purley Way, Croydon, Surrey. Benbow's super vitamin condition tablets for dogs, 1s. size: ninepence off invoice price for twelve; 2s. 6d. size: 1s. 10d. off invoice price for twelve.

#### INFORMATION WANTED

The Editor would appreciate information about Indian Flowers perfume

#### **COMPANY NEWS**

Previous year's figures in parentheses

CHEMSTRAND, LTD.—Mr. David W. H. Galbraith has been appointed director of marketing.

PHARMACEUTICAL SPECIALITIES (MAY & BAKER), LTD.—Mr. K. F. Moorey, F.P.S., has been appointed to the board.

JEYES (SALES), LTD.—Mr. S. T. Payne has been appointed marketing director in succession to Mr. W. I. Sibbald who has resigned.

SCHERING, AG., Berlin.—Turnover rose 20 per cent. in 1959, the directors report. Net profit was D.M. 9.8 millions. At the end of the year assets totalled D.M. 206-58 millions.

HORLICKS, LTD.—Group profits, before tax, for year ended March 31, £1,108,928 (£1,059,489); tax, £529,605 (£528,739). Profit of parent company after tax, £455,528 (£421,249). Ordinary dividend for year is 30 per cent. (25 per cent.).

WILLOWS FRANCIS, LTD. — The directors are recomemnding a final dividend of 12½ per cent. in respect of the year ended June 30, making 17½ per cent. for the year (same). Trading profit is £69,409 (£66,851); tax, £32,515 (30,369).

BAXTER LABORATORIES, LTD.

—With the expansion of the company's pharmaceutical division in Great Britain, Mr. A. M. Hamilton, B.Sc., F.P.S., has been appointed to the board. Mr. Hamilton will continue to be responsible for the sales and development of the pharmaceutical division.

ARNOLD M. GEE, LTD.—It is proposed to increase the authorised capital from £100,000 to £150,000. At present the issued capital is £86,150, but the directors have under consideration a rights issue for cash to be made probably towards the end of 1961, on terms which have yet to be finalised.

GLAXO LABORATORIES, LTD.— The company announce that Glaxo Benelux, S.A., has been formed in Brussels to promote the sale and distribution of Glaxo products throughout Belgium. The major shareholders are Union Chimique Belge, S.A., one of the principal Belgian industrial companies, and Glaxo Laboratories, Ltd.

MARCHON PRODUCTS, LTD., and SOLWAY CHEMICALS, LTD.-Professor G. H. J. Daysh has been appointed to the board of Solway Chemicals, Ltd. Mr. A. Lindsay (chief engineer of Marchon and Solway) has relinquished his seat on the board of Solway Chemicals, Ltd., and has been appointed to the board of Marchon Products, Ltd., to facilitate his control of the heavy responsibilities that will fall on the Marchon engineering department in the course of the major plant expansion at present in hand at Whitehaven. Mr. A. Kochner, B.Sc., D.Phil. (chief chemist, Marchon Products, Ltd.), has been appointed to the board of that company as research director. The company's research laboratories are being expanded at the present time, and Dr. Koebner will be responsible for the whole of the research activities, which are concerned especially with the wide field of detergent chemistry.

#### **BUSINESS CHANGES**

MR, A. L. Bartlett, M.P.S., has opened the Pilands Wood Pharmacy, near the Manor Cross Roads, Hamble Lane, Bursledon, Southampton.

SPARKLETS, LTD., began trading under the name of their parent company—the British Oxygen Co., Ltd.—Sparklets Works, Queen Street, London, N.17, on October 1. Whilst the trading title is changed no other changes are contemplated at the moment.

JOHNSONS OF HENDON, LTD., Hendon Way, London, N.W.4, have acquired the building recently occupied by Pathescope (Great Britain), Ltd., on the North Circular Road at Hendon. The premises are conveniently situated to their chemical works in Hendon Way and the apparatus division in Brent Street, The company point out that in acquiring the premises they are in no way connected with Pathescope (Great Britain), Ltd.

#### **PERSONALITIES**

MR. H. LONG, M.P.S., superintendent pharmacist, Bristol Co-operative Chemists, Ltd., has retired after thirteen years with the society. At a dinner recently, the Co-operative directors, and colleagues, presented Mr. and Mrs. Long with gifts to mark the event.

MR. K. F. MOOREY, F.P.S., who has been appointed to the board of

Pharmaceutical Specialities (May & Baker), Ltd. (see col. 1), joined May & Baker, Ltd., in 1937, as a pharmacist in the manufaction the manufaction the manufaction and epartment. In 1956 he was made assistant director of production and appointed as head of



May & Baker's processing and packaging group. Mr. Moorey was secretary of the Romford Branch of the Pharmaceutical Society from 1948 until 1951 and is a past chairman of that branch. He is also a member of the advisory committee for pharmacy at the Chelsea College of Science and Technology.

MR. W. RICHARD JEEVES, M.P.S., who is a vice-president and director of overseas operations of Parke, Davis & Co., Detroit, U.S.A., arrived in London on October 2. He was recently awarded the title of "World Trader of the Year" by the World Trade Club of Detroit, an institution organised to foster international trade. Mr. Jeeves is to attend an international business conference in London and also a European business conference in Brussels. A member of the United States Chamber of Commerce, Mr. Jeeves qualified as a pharmacist in 1921 after studying at the South of England College of Pharmacy. For the next six years he managed a retail pharmacy in Cambridge before becom-

ing demonstrator of pharmacy at the university. Mr. Jeeves joined Parke-Davis in London before being transferred to Manila. He has a remarkable collection of rare foreign coins, mortars and pestles and apothecary jars.

#### **MARRIAGES**

COLLINS—EWING. — At Musselburgh, Midlothian, on September 27, Charles John Collins, M.P.S., F.B.O.A., King's Road, Longniddry, East Lothian, to Harriot Forrester Ewing, Musselburgh.

#### **DEATHS**

CHRIMES. — On October 8, Mr. Laurence Chrimes, C.A., company secretary to Evans Medical, Ltd., Liverpool, aged sixty.

FABRICIUS. — On October 6, Mr. N. F. Fabricius, an executive director of Beecham Group, Ltd. As managing director and subsequently vice-chairman of County Perfumery, Ltd., Mr. Fabricius was primarily responsible for the early development of the Brylcreem business, which was acquired by Beecham group in 1939. In 1952 he joined the headquarters executive and latterly directed the Group's pharmaceutical interests as chairman of Beecham MacLean, Ltd.

Mr. H. G. Lazell (chairman, Beecham Group, Ltd.), writes: "Mr. Fabricius possessed a wide knowledge of our business which will be greatly missed by the directors to whom as to many members of the companies with which he was personally concerned, he was a most loyal colleague and valued friend."

JONES.—On August 30, Mr. Thomas Henry Harris Jones, M.P.S., Charlton, Tremont Road, Llandrindod Wells, Radnor. Mr. Jones qualified in 1921.

KNIGHT.—On September 29, Miss Wilhelmina Nora Knight, M.P.S., chief pharmacist of Edgware General Hospital. Miss Knight qualified in 1928.

KRISTAL.—On July 13, following a car crash near Munich, Germany, Mr. Hymie Kristal, M.P.S., c/o South Africa House, Trafalgar Square, London, W.C.2. Mr. Kristal qualified in South Africa in June 1958 and was registered in Great Britain in December 1959.

PINCHEN. — On October 5, Mr. Colin George Pinchen, M.P.S., 9 Broomfield Avenue, Telscombe Cliffs, Sussex, aged eighty-two. Mr. Pinchen, who until recently undertook locum work, had a business for a time at Clock House, Beckenham, Kent.

REGAN.—In hospital, on October 4, Mr. Francis J. L. Regan, M.P.S.N.I., 70 Cliftonville Road, Belfast, 14. Mr. Regan qualified in 1928.

SCADDAN.—Suddenly, at his home on October 10, Mr. Geoffrey William Scaddan, M.P.S., 118 Broad Street, Reading, Berks. Mr. Scaddan qualified in 1935. Mr. Scaddan was chairman of directors of G. W. Scaddan & Co., Ltd. (R.O.: 8 Station Road, Reading, Berks). An article on the company's pharmacy at Peascod Street. Windsor, was published in the C. & D., May 10, 1958, p. 509.

#### Pharmaceutical Society of Northern Ireland

#### THIRTY-FIFTH ANNUAL MEETING

When the future with confidence." That was stated by MR. R. M. WATSON (honorary treasurer, Pharmaceutical Society of Northern Ireland) when he presented his financial statement for the eleven months ended July 31, at the thirty-fifth annual meeting of the Society at its headquarters, Belfast, on October 3. Mr. J. C. Caldwell (president) was in the chair. Mr. Watson pointed out that, as a matter of convenience, the end of the financial year had been altered from August to July 31.

#### Debit Balance Decreased

He continued: "We have once again to report a debit balance, but one much smaller than last year-£43 instead In view of that, some may ask: Why was it necessary to increase the retention fees? The answer is that we are dealing not only with the present. We must look ahead into the near future when the amounts which we expect to receive from examination fees, which form a major part of our income, will drop considerably. This drop has already begun-£60 this year. Also we have to consider maintaining and raising, if and where possible. our status as a profession..."

Mr. Watson said that the Society's capital was still substantial and showed a slight increase over the year. The property, although valued at £1,600, was worth considerably more, and was in good condition. The House Committee, with the approval of the Council, had arranged to have the inside and outside of the building redecorated where necessary, showing as bright an aspect as possible.

The investments were well secured and continued to bring in a "fair amount" of interest. The accounts for the eleven months showed an expenditure of £6,304 11s. 7d., compared with £7,147 in 1959, and income of £6,260 15s. 4d., compared with £6,505 the previous year.

· The balance sheet showed a capital account as at August 31 of £16,318 16s. 4d., less the deficit for the eleven months to July 31 of £43 16s, 3d.—a total of £16,275 0s. 1d., with current liabilities (creditors and charges accrued) of £244 10s. — a total of £16,519 10s. 1d., compared with £16,340 in 1959. Fixed assets were: property, £1,600; laboratory and equipment, £200 (less £20 depreciation); furnishings, £484 (less £44 depreciation); total investments at cost, £13,742 9s. 1d.; total current assets, £557 1s.

When Mr. A. TEMPLETON asked why the interest on investments had declined so much—by approximately 25 per cent. - while the capital remained the same, MR. WATSON said the interest on many of the investments was paid in August—after the financial year end, MR, W. J. MOFFETT asked if, in view of the deficit, it could be taken that the £3 3s, retention fee would remain the same. MR. Watson replied: "Yes. We consider the last increase is sufficient for some time to come." MR. MOFFET commented that £500 was a large amount for travelling and entertainment. Mr. Watson agreed that it was considerable but said it could be accounted for easily. THE PRESIDENT pointed out that it was smaller than in the previous year and Mr. W. H. BOYD said money spent on sending delegates to conferences was money well spent, Mr. R. GIBSON asked if there were many calendars left. THE SECRETARY (Mr. W. Gorman) said: "At least 1,000. In order to obtain them cheaply we bought 1,500 and we have sold only 400. And as new legislation is introduced the calendar becomes less useful and the stage is being reached where we shall have to reduce the price."

Six pharmaceutical chemist representatives on the Council (Messrs. Boyd, Ewart, Gamble, Gordon, Quinn and Shinner), who retired by rotation and had, with the exception of Mr. Quinn, offered themselves for re-election were returned unopposed. One new candidate, Mr. W. T. Hunter. was also declared elected by the chairman. The registered druggist representative on the Council (Mr. Watson) was also returned unopposed.

#### President's Address

THE PRESIDENT began his address by thanking Mr. A. Templeton (vice-president) for his assistance during the year while the president had been indisposed. The president went on to extend sympathy to the relatives of those members who had died during the year, and added: "The sudden death of Mr. C. W. Young came as a great blow to everyone. You all know of the plans to perpetuate his name and I trust that the scholarship fund committee will have the support of all pharmacists in Northern Ireland, I understand that up to the moment subscriptions amounting to £1,100 have been received. We hope to raise £5,000 so that the interest will enable us to grant a scholarship for pharmaceutical research, preferably at Belfast College of Technology. We have been promised support from former students now working in Southern Rhodesia and Canada, and we hope to obtain the support of Northern Ireland pharmacists now residing in Great Britain."

Referring to the retirement from the Council because of ill-health of Mr. Gibson, Mr. Caldwell said: "We are sorry to lose such a valuable member. We are pleased to have co-opted in his place, however, Mr. Norman C. Cooper, M.Sc., Lurgan, who has had experience as a teacher and is therefore well acquainted with the problems in the field of education." Of the Society's examinations. he said that in December 1959 twenty-six of the sixty-eight candidates who sat for the Part II examination passedroughly 38 per cent.—while thirteen of the twenty-eight Part I candidates passed—about 46 per cent. In June 1960 the figures were: Part II, 23 per cent., Part I, 39 per cent. On that occasion the first of the new syllabus candidates were being examined in the subjects of Part A of the Part II Qualifying examination and the results were gratifying. Of ten candidates six passed, two were referred in one subject, one in two subjects and one failed. The Council hoped that that standard would be maintained and perhaps even improved upon in future years. The last Part I examination under the old syllabus had been held in June and no further old syllabus Part II examinations would be held after June 1962. He hoped that the students concerned would have qualified before the examination was discontinued.

Turning to the subject of the metric system, the president recalled that the Board of Trade proposed to introduce legislation that would replace the apothecary system with metric, in pharmaceutical practice. Together with other pharmaceutical organisations, the Council had suggested that the legislation should authorise the use of approximate equivalents during a period of changeover, which it was understood would be of not less than five years' duration.

Mr. Caldwell went on to say that during the past winter the Council had been fortunate to arrange for Professor Dick to give a series of four lectures which had been greatly appreciated by all present. The talks had stimulated much interest in virus infection and vaccines. The lectures held each month in the Society's House had also been well attended, in particular Dr. Hamer's talk on the problem of cancer. Mr. Patterson would be giving a talk on changes in poisons legislation in the Society's House on October 17.

The numbers on the register on December 31, 1957, 1958 and 1959, respectively, was: Pharmaceutical chemists. 1,126, 1,165, 1,173; superintendents of bodies corporate (Ph.C.), 158, 157, 159; registered druggists, 23, 24, 20; superintendents of bodies corporate (R.D.), 1, 1, 1; apprentices, 360, 266, 204. Forty-two apprentices qualified by examination as pharmaceutical chemists and registered as such during the year. The number of licences issued in respect of the years ended December 31, 1957, 1958 and 1959, respectively, was: Pharmaceutical chemists, 719, 722, 739; registered druggists, 13, 13, 12. Of the total number of pharmaceutical chemists' licences, 213 were issued to bodies corporate and fourteen to executors of deceased pharmaceutical chemists. One of the registered druggists' licences was issued to a body corporate.

#### Benevolent Fund Record

Mr. Caldwell continued: "Just a month ago I appealed for subscriptions to the Benevolent Fund and I would like to thank those who sent contributions. The income of the fund last year exceeded £1,000 for the first time and included a legacy of £100 under the will of the late Mr. D. A. Taylor, Grants amounting to £400 were made and the fund's assets on December 31, 1959, were £4,659 5s. 4d." The president thanked the secretary for his "invaluable assistance" during his year of office, and Miss V. McClelland for her help and co-operation in the office, and the members of the Council all of whom had given him their fullest support and confidence during the year.

Mr. Caldwell concluded by expressing regret at the resignation on medical grounds of Mr. Quinn, who had been president, 1956-57, and recording appreciation of his services to the Council and welcoming Mr. Hunter to the Council.

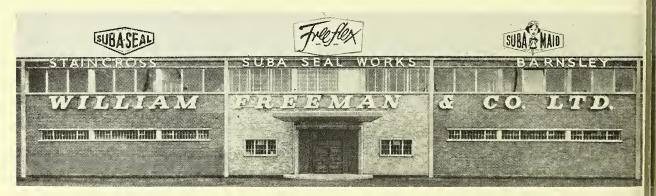
Seconding the welcome, MR. BOYD said it was good to see young members coming forward to serve on the Council.

At question time, MR. W. J. MOFFETT drew attention to several instances of breaches of the terms of service by

the advertising of dispensing services. Mr. Shinner said: "I think we are sometimes inclined to let the big issues of the day cloud the smaller, more real issues. They may not after all be the big problems facing pharmacy. A problem constantly before me is: Does the Health Services Board, which claims to provide 99.9 per cent. of our prescriptions, ever stop to think of who is going to compound the prescriptions in ten, twenty or thirty years' time? I am wondering if the time has not come to look at the number of young people today who are opening up new establishments. Are there not too many of them? If so, what can we do about it? It may be that before many years elapse we may seriously have to consider whether or not it would be in the interests of everybody to accept the principle of a minimum two-man pharmacy. New entrants to the profession would find openings and it would ease the burden on a lot of older members at present running one-man businesses. With all the rules and regulations one has to comply with it is becoming increasingly difficult to cope. I suggest that the matter should be looked into and brought up again for further discussion in twelve months' time." Mr. Shinner's remarks were greeted with applause.

MR. BOYD said it was seldom that an assistant, after working three or four years and proving his ability, was offered an interest in a shop. That was a big mistake because no one was going to stay an assistant forever, no matter how well he was paid, because there was no doubt that any money to be made was made by proprietor pharmacists. He foresaw a dearth of qualified assistants in about four or five years.

MR. TEMPLETON recalled that when he was president of Ulster Chemists' Association some years ago he had advocated more partnerships.



#### NEW HEADQUARTERS FOR SUBA-SEAL

#### Bigger premises for William Freeman & Co., Ltd.

EARLY in September, William Freeman & Co., Ltd., commenced production at their new Suba-Seal Works, Staincross, Barnsley, Yorks, Established in 1936 at Britannia House, Leeds, the company later moved, in 1946, to Peel Street, Barnsley. They are now busily consolidating in their new building the progress they have made and the reputation they have built up during the past twenty-four years.

The first Suba-Seal hot-water bottle was made and marketed in 1938. It was revolutionary in having no screw stopper but an anchored closure developed and patented by the company. That has never been improved upon. Today, a whole range of hot-water bottles are manufactured and marketed under the Suba-Seal trade mark.

The Suba-Seal brand, however, is famous not only in connection with hot-water bottles, but also for a range of baby-feeding products, including the Staywarm complete baby-feeding set; the Suba-Warma; polythene baby feeding bottles; mini-feeders; teats; soothers; and teething trainers. Swim caps are also a substantial source of business. In the company's technical division the Suba-Seal trade mark covers a range of patent closures supplied over a wide field of industry.

Almost since their inception, Messrs. Freeman have manufactured an extensive range of hospital nursing equipment, and recently introduced polythene bed pans and bed bottles that have withstood the most severe trials at high temperatures under supervised test conditions. The Free-Flex trade

mark covers the production of blown polythene containers varying in capacity from 2 oz. to 5 gall, for the pack-

aging of chemicals, oils, soaps, etc.

The new factory at Staincross, which has been functionally planned for efficient production, contains some of the most up-to-date processing plant available. Most of the plant has been specially designed with a view to raising output to new levels in a range comprising about 2.500 products. Attached to the new works arc two laboratories: one for quality control and the other for research.

The company have been fortunate in the high grade of their personnel, who have worked happily together to produce goods which, because of their high standards, enjoy a wide and favourable reputation.



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TELEGRAMS: "CHEMICUS ESTRAND, LONDON"
TELEPHONE CENTRAL 6565

Selling Overseas

WHEN he started off in July the latest of the country's many export drives that have been made since 1945, the Prime Minister (Mr. Harold Macmillan) described export business not only as good national business but as good individual business too. As we commented at the time (C. & D., July 23, p. 107), the Minister was addressing directors and high executives of big businesses, most of whom have had a successful record of overseas trading extending over many years. But it will be recalled that he also asked the businessmen to encourage the smaller manufacturers to sell part of their production abroad. There were, he said, thousands of concerns "who supply quite small but vital materials to other export industries . . . are they quite sure they cannot manage some exports of their own as well?" If the number of inquiries for information received by the Board of Trade's Export Service Department following Mr. Macmillan's address is any indication of success (see p. 460), then we should expect a considerable improvement in the country's export performance after a while. How many of the inquiries emanated from manufacturers of pharmaceuticals has, so far as we are aware, not been mentioned, but it is known that there are many manufacturers who hitherto have shirked export business. Reasons given for not participating in exports have differed widely: high taxation, high Bank Rate, lack of incentives, the enormous amount of paper work involved, delay in payments, etc., have all been mentioned. But perhaps the real reason is that possible exporters do not know how to go about selling abroad. That being so, they are likely to be unfamiliar with the various sources from which helpful information may be obtained. No one will deny that selling to export markets is more complicated than selling at home, and the business of exporting pharmaceuticals, with its legal and registration problems, is perhaps more difficult than that of any other class of goods, yet—as Mr. C. C. Stevens points out on p. 470—the continued rise in the export figures for United Kingdom pharmaceuticals over the past few years shows that those difficulties can be overcome.

A company that has a product to sell abroad may either sell it direct or may enlist the services of an export agent who specialises in that trade. Trained staff are required for the former. Unless the ensuing business is on a big scale, it might be found more of a liability than an asset. The help that an export agent can provide, for an agreed commission, is described by Mr. F. H. Carr on p. 472. The agent's specialised know-

ledge of transport charges, of conditions abroad and, perhaps most important of all, his knowing the right people overseas to approach, may frequently save a manufacturer considerable expense that would otherwise be wasted.

Those manufacturers making preliminary inquiries as to the possibility of selling their goods abroad should approach the Board of Trade and other Government Departments, from whom a wealth of information of a general character is freely available. Those services are outlined on p. 473. Information of a more specialised nature is usually available from the various trade associations—for pharmaceuticals the appropriate association is, of course, the Association of British Pharmaceutical Industry. Mr. J. M. Kirkness (the Association's export division secretary), outlines on p. 474 the aid which the A.B.P.I. gives to its members on export matters.

Although British exports have been increasing each year, they have not matched the performance of some of this country's European competitors. The larger companies, with their world-wide interests, have been responsible for the major proportion of British exports. It is now up to the smaller concerns to try their hand. If their product is good, and priced correctly, they should find that exporting, if not "fun," as the Prime Minister said, can prove profitable. Moreover, once the rules of the game are learned, the difficulties are not so bad as they appear at first.

#### Industrial Research

"UNLESS industry as a whole becomes more researchminded and assumes a greater share of responsibility for civil research, there is little prospect of a real solution of the development problem and our competitiveness as an industrial power will be in jeopardy." That warning has been given in the annual report of the Advisory Council on Scientific Policy, 1959-60 (H.M. Stationery Office, price 1s. 9d.).

The Council was under the chairmanship of Professor Sir Alexander Todd. Its report states that "research-mindedness" is the characteristic of the go-ahead industries, and suggests that more industries should build up a tradition of using the results of research and development as a matter of course. That entails a greater attention to research within individual companies — mere support of research associations is not enough.

The three years ended 1959 produced an encouraging rise to £480 millions in expenditure on scientific and technological research and development—an increase in constant-value terms of about 40 per cent. That activity represents about 2·3 per cent. of the gross national product, against 1·7 per cent. in 1955-56. Private industry provided about 29 per cent. of the total cost, against 23 per cent. previously, whilst the Government is now financing two-thirds of the total, against three-quarters in 1955-56.

The Council warns that, because of limited resources of man-power and finance, both industry and the Government require to be selective in their fields of scientific activity to avoid spreading resources too thinly and dissipating them. The report mentions some fields which, however, modern circumstances have shown to be important or urgent on national grounds, "where the resources exist from which greater effort can be built up, but which have been relatively neglected." In pure mathematics, Britain has persisted too long with

a tradition of the lone worker. The universities must provide facilities for co-operative work; oceanography, taxonomy, optical and theoretical astronomy and seismology are also subjects that have been relatively neglected.

The Council notes the large proportion of medical resources devoted to the treatment of mental illness and learns "with approval the plans of the Medical Research Council to expand research in this field." The report continues "We also noted that the Medical Research Council were concerned to expand the research effort in the fields of dental disease and the social and industrial aspects of medicine." There will, no doubt, be general agreement with the comment "An example where applied research directly affects the well-being of society is the need for work on the measurement and suppression of noise." Greater effort is also needed in a group of agricultural and allied subjects. Research into "the environmental conditions and other aspects of important livestock groups such as pigs and poultry is not commensurate with their importance; and there is need for more work on the metabolic diseases of sheep and cattle . . . the storage of fruit also merits further research effort." The evidence before the Council indicates that greater effort should be put into industrial economics, in order to provide management with control techniques of appropriate precision.

There is an approving reference to the fact that the Overseas Research Council has taken as one of its first tasks the problem of ensuring continuity of research, in particular in tropical agriculture and medicine, in the emergent territories of the Commonwealth.

The report deals also with the problem of conveying technical information to the small firms and industries which lack the resources to keep abreast of the flow of scientific literature. Another aspect of the same problem is the enormous growth of scientific literature in all countries, which exceeds the capacity of the individual, even in his own specialised field, to deal with it. Arrangements to "document" such material grow more and more necessary and the problem will continue increasingly to impede progress until it is recognised as meriting research in its own right, and techniques come to be devised for the recording and presentation of scientific information in a form in which its significance can be most readily appreciated by those who have to use it. The Council feel that research into that subject should be undertaken forthwith.

The many problems highlighted in the report are integral with those in pharmacy. Although the growth of the industry has been based on research work, much of it carried out by manufacturers, there are relatively large sections of it that do not appear to contribute adequately to research and development and are willing merely to "cash in" on the work and investment of others.

It would have been of value if the Advisory Council had suggested means whereby the organisations that did actually undertake research work were rewarded in some way—possibly by special taxation reliefs. At present in the pharmaceutical industry possibly the only reward for research work by industrial organisations is by means of the patent and trade-mark procedure, and that has a tendency to cause an emphasis on the development only of research that promises immediate financial returns: more or less "over-the-counter" gains. The Hinchliffe Committee referred to that problem

in its report (C. & D., May 16, 1959, p. 526). The total amount devoted to research by the industry is still inadequate, and ways must be found to increase it.

But the problem is not merely a one-sided one for the pharmaceutical industry. It is a problem in which many have responsibilities, for it concerns not only the boards of directors of the pharmaceutical companies, but the Government and its many Ministries, of Health and of Agriculture, Fisheries and Food, of the Board of Trade and of the Treasury. All must see the larger national problem that is involved, rather than consider only their limited departmental responsibilities. The responsibility also falls on individual pharmacists who, when handling the final products of the industry, should endeavour to give their support to the organisations that carry out first-hand and productive research work.

#### Onward from Galen

A CURRENT CAUSERIE

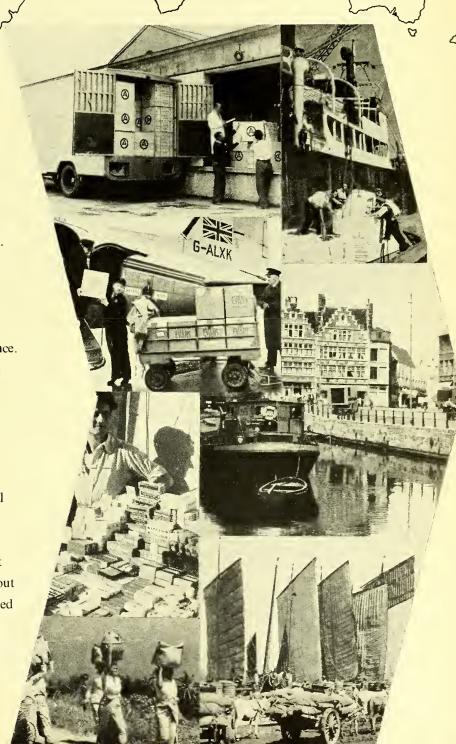
EXPORT opportunities are the subject of special articles on other pages, but one export market-Russia-is hardly covered by them. Describing a recent visit to the Soviet Union Mr. Edward Gurr (Edward Gurr, Ltd.), writes: "Pharmaceutical products are poorly presented in unattractive packs, powders often wrapped in "demy" paper, liquids in bottles that look as though they were made in Charles Dickens's time, with poor-quality corks, some unsealed and some sealed with old-fashioned cocoa-coloured bottle or sealing-wax. The labels also look as if they were printed in Dickens's time on poor-quality paper. It occurred to me that the Soviet Union might offer good export opportunities for British pharmaceutical manufacturers with tenacity and who do not easily take no for an answer. Some of the cosmetics of Soviet manufacture are also unattractively presented, but on the other hand I did see some quite attractively packed, though not up to the British and American standards of today. My impression is that the Russian people are worse off when it comes to consumer goods than any of the other Communist countries of Europe." Mr. Gurr was told that pharmacists were poorly paid, a raincoat costing more than a pharmacist's salary for a month (1,200 roubles against 2,000 roubles for a general practitioner and 3,000 roubles for an industrial chemist). The official rate of exchange is 11 roubles to £1, which makes the salary look reasonable enough until a comparison is made between the Soviet and the British prices of food and clothing (for example apples were 7s. a lb.).

THE July 30 issue of the Journal of the American Medical Association contains a report, published by authority of the Committee on Cosmetics, entitled "Use and Abuse of Psoralens." After mentioning the source and nature of those substances, the report gives an account of their various therapeutic applications, and the precautions to be adopted in using them. Psoralens have been shown to act as photosensitisers when ingested or applied to the skin, subsequent exposure to ultra-violet rays resulting in increased epidermal response in the form of a thickening of the horny layer and overproduction of melanin. former effect has been applied to treatment of persons allergic to sunlight, and the latter to treatment of idiopathic vitiligo (a disease characterised by areas of non-pigmentation) and more recently to research into the cause of suninduced skin cancer. Toxicity, including nausea, vomiting, vertigo and mental excitation, has been a factor restricting the use of psoralens, but nevertheless their cosmetic usethe formation of an exaggerated "sun-tan" pigmentationhas been exploited in recent years. The report states that "severe blistering dermatitis" has resulted from self-medication and indiscriminate recommendation of preparations containing methoxsalen, the therapeutically active constituent of psoralens.

## Pharmaceutical Exporting

e Prime Minister de la companie de l

"IT TE must broaden the scope of the goods in which we trade. ... We have been exporters for several centuries and we must go on. Moreover, we have to consider not only how we can pay for what we need to buy now for our own sustenance. We have to meet debts incurred in the past, invest in the future of those countries which are fast developing, and make our contribution to those which are currently less well off than we are.... I am sure we must look to an extra large number of individual efforts for the increase we need. Some firms already exporting could export more. Some firms could export which today are reluctant to venture out of the home market.... I am convinced that there is no limit to the goods which we can sell, and to the markets in which we can sell them."



#### EXPORTING PHARMACEUTICALS

#### Legal and registration problems

C. C. STEVENS, LL.B., M.P.S.

XPORTING pharmaceutical products and preparations is stimulating, interesting and rewarding and is now more than ever in the national interest. Trade in pharmaceuticals, however, particularly overseas, is subject to a deal of regulation, and the legislation governing sales is probably more restrictive than in any other field of commerce. That the practical and legal difficulties can be overcome to the benefit of the exporter and the country as a whole is, however, clearly shown by the continued rise over the past few years in the export figures for United Kingdom pharmaceuticals.

The pharmaceutical exporter, regardless of his size or importance, can receive advice and assistance from various sources, several of which are dealt with elsewhere in this issue.

#### General Legal Problems

A number of legal problems are common to export of all kinds, whether pharmaceutical or not. Such matters are shipping forms and regulations, invoices, sales and agency contracts, payment and the services of the Export Credits Guarantee Department for insurance, export licences, patents and trade marks, customs regulations and purchase-tax relief. The exporter would do well to obtain a copy of "The Export Trade," a manual of law and practice by C. M. Schmitthoff. A reading of that book provides an excellent background, besides answering legal queries of a general nature.

Some of the matters already referred to have particular aspects relating only to pharmaceuticals. For example, in preparing invoices there are not only general matters of form and sometimes consular legalisation to attend to but, in certain markets—for example Commonwealth West Africa—tariff benefits are obtained provided reference is made in the invoice to the British Pharmacopæia or British Pharmaceutical Codex when the goods comply with the monographs in those books of standards. An agency agreement covering pharmaceuticals must include suitable clauses covering the obtaining of and payment for product registration, of which more will be said later, and to provide for compliance with particular pharmaceutical rules of distribution and sale.

Trade marks are possibly of more importance in the pharmaceutical field than in any other field of commerce, because there is no doubt that the most rewarding and stimulating area in pharmaceutical export is not that of bulk drugs and chemicals but the development of trade in branded products and specialities. A knowledge of trade mark practice and the need to protect adequately one's marks is therefore essential. Those exporters who do not have their own trade mark departments can make use of an organisation such as the Trade Mark Owners' Association in London, which will attend to all home and overseas matters. Purchase tax, which is levied on most pharmaceuticals, applies of course only in the United Kingdom, and the exporter must learn from his Customs and Excise officer the right procedure to obtain purchase tax relief on his exports, and the correct book-keeping to institute.

#### Pharmaceutical Legal Problems

Moving from the general to the particular, there are three subjects of which the exporter of pharmaceuticals must have special legal knowledge if he is to be successful. These subjects are product registration, packaging, and the advertising and distribution of pharmaceuticals.

#### Registration

Product registration applies in the main only to pharmaceutical products, though some countries have a similar system for agricultural products and certain foods. It may well be said, however, that agricultural products fall properly within the pharmaceutical field, especially in view of modern developments in phytopharmacy. Product registration is found in nearly all overseas countries, though in a few, such as the United States, Canada and India, it applies only to newly developed drugs. Essentially it is the lodging with the health authorities of a dossier concerning the product and the reception subsequently from the authority of permission to sell within its territory. The product is then entered on a register and a registration number granted. The procedure is often complicated, costly and time-consuming, and may take anything from three months to two years. It is essential, therefore, that the exporter should decide in good time where he wishes to exploit his products and to take adequate steps to obtain registration there, as nothing can be done until the product is registered.

The basis underlying registration is protection of the public, and it is intended to ensure that harmful medicines are not placed on the market. Regrettably it must be admitted that in some countries bureaucratic control appears more important than the availability of health-giving drugs to the population, and the fees levied appear to be a form of taxation rather than a true assessment of the cost of examination. The cost, for example, may vary from a few shillings in the State of Victoria to about £150 in Venezuela. The exporter with limited resources, therefore, must assess carefully the potential of the market against the cost of launching the product and must be sure that an adequate return can exist,

The requirements for product registration vary in detail from one country to another but broadly speaking the following are among them. First, there must be a scientific memorandum setting out the formulation of the product, its method of preparation, tests for identity and assay. With them must be included a statement on action and uses, legal requirements in the country of origin, and pharmacopecial references, if any. Any form of scientific memorandum is usually acceptable, though one or two countries do insist on the information being set out on an official form. There are varying requirements as to signature on that document by the chief pharmacist or not, consular legalisation, etc.

In addition, a large number of countries require a free sale certificate stating that the product is freely on sale (over the counter or by prescription) in the country of origin. That certificate is obtainable without trouble from the Ministry of Health, and is intended to ensure that products not fit for use in the country of origin are not dumped into the country where export is intended. Specimens of the labels and package leaflets and the actual packs of the product must also be submitted, and an increasing number of countries require a dossier of clinical evidence and the results of trials in order to support the application. One can effect product registration in many cases through a firm of special agents similar in style to trade-mark agents, but it is usually more economical and efficient to have the matter handled by one's overseas selling agent.

#### **Packaging**

All exporters are familiar with particular labelling requirements in the United Kingdom for such items as listed poisons and therapeutic substances. Overseas there are a host of legal requirements varying from country to country and in many cases far in excess of what operate in the United Kingdom. It is axiomatic that the pack should be in the language of the country where the product is to be sold but in addition one must often include registration numbers and a special "registration phrase" together with an indication whether the product may be used on prescription or not. With care and thought when one is exporting to a number of markets, multilingual packs may be designed and often the abbreviation of official phrases is allowed. Such multilingual packs are a saving for the exporter, who naturally wants to limit the number of production runs as far as possible.

It should be particularly noted that, unlike the United Kingdom, the United States and many Anglo-Saxon markets, most foreign language countries do not allow broken bulk for "ethicals." The product must be supplied by the pharmacist in the original bottle. It is essential, therefore, when exporting to plan package size according to the likely demand for the individual patient, and many of the large dispensing packs, freely available in Britain, are of no value overseas Difficulty arises particularly with smaller firms when special bottles are legally prescribed with etching of phrases into the glass, and in such cases one can only recommend the exporter to try and arrange packing locally.

When the exporter is a member of a trade association much help on legal requirements for labelling and packaging may be obtained from that association. If not a member, the exporter may seek advice from the Board of Trade, though their specialised knowledge is limited, or he may-and it is often wise to do so-place himself in the hands of the agent. A word of warning here: the agent will often request not the labelling and packaging legally required but such as he considers desirable. The request, though reasonable, may be an embarrassment to the exporter on his packaging line, and he may not wish to comply if it is not absolutely necessary. It is worth the trouble of obtaining a copy of the regulations in markets to which one wishes to export and checking briefly that the information supplied by the agent corresponds with what is set out in the law. One should, of course, always do as much as possible to meet the agent's requests and it should be borne in mind that often interpretation of the law by overseas authorities is broader than the written regulations would lead one to expect.

#### Advertising and Distribution

On the subject of advertising and distribution it should be noted that the use of voluntary codes prevalent in the United Kingdom is not common overseas and that in a large number of countries strict legal rules apply to the advertising of pharmaceuticals. In some cases the actual advertising matter in draft or proof stage must be submitted to the authorities for approval before issue, and any departure therefrom is a crime. The selling agent has as much interest as the exporter in promoting the goods he handles, and the exporter is advised in all cases to be guided by the agent in matters of law on that subject.

Distribution can vary; for example, in some countries veterinary products may not be sold to the farmer, whereas in others products such as antibiotics, which are restricted in the United Kingdom to prescription only, may be sold freely to the lay public. In matters of law on that subject broadly the exporter should be guided by the agent, checking information where possible with sources in the United Kingdom. Before planning his campaign and undertaking costly registration, trade mark and other legal procedures, he should ensure that the product he wishes to sell may be sold profitably in the country he has under consideration.

Finally, as the subject is so much in the public eye at the moment, a word on the European Free Trade Association. The United Kingdom Government has now published statutory instruments covering Customs procedure for export to Norway, Sweden, Denmark, Austria, Switzerland and Portugal, and the exporter should obtain the Board of Trade's "Compendium for the use of Exporters to E.F.T.A.," published by H.M. Stationery Office. There are complicated rules for invoicing and for stating criteria of origin which must be followed to obtain tariff advantages. Pharmaceutical tariffs in most of the countries mentioned are low, and it may not be worth the time and trouble in all cases for the exporter to claim E.F.T.A. preference. That is a matter he should decide with his selling agent. There is no doubt that the E.F.T.A. system of criteria of origin is far more complicated and less rewarding than the Common Market system of a common external tariff wall.

The advice given can, of course, only give an outline of the legal problems facing the exporter of pharmaceuticals, but he will find all official bodies anxious to assist him.

#### PHARMACEUTICAL EXPORTS

Principal markets in 1958-59

PRINCIPAL destinations for United Kingdom exports of drugs, medicine and medicinal preparations in the years 1958 and 1959 were:-

	1958	1959
	£	· £
Ghana	969,839	1,172,424
Nigeria	2,103,447	2,641,671
Union of South Africa	1,831,551	1,396,064
Rhodesia and Nyasaland	393,102	486,579
Kenya	783,738	826,474
Kuwait	204,859	185,834
India	1,662,998	1,427,309
Pakistan	1,533,050	1,327,609
Singapore	651,845	653,044
Federation of Malaya	517,104	586,787
Ceylon	626.590	796,445
Hong Kong	717,979	735,153
Australia	3,318,771	3,975,536
New Zealand	1,858,626	1,871,290
Canada	957,408	1,258,757
Irish Republic	1,560,353	1,965,050
Sweden	677,651	684,887
Denmark	517,591	496,907
Western Germany	391,162	550,040
Netherlands	365,350	505,477
Belgium	769,250	558,466
France	305,247	345,729
Switzerland	534,507	654,343
Italy	609,353	728,066
lraq .∴	469,580	583,256
Thailand	575,107	599,576
United States of America	1,081,393	1,146,733

#### SELLING GOODS ABROAD

Hints to sales executives

SALES executives should not go on business trips abroad without first making a lot of careful preparation. That was the advice given by Mr. A. St. J. Shuttleworth (chief information officer, Federation of British Industries) at the first of a new series of "New Thinking" luncheons organised by the Industrial Welfare Society in London recently.

Speaking to sales executives on "Selling Britain and

British Goods Abroad," Mr. Shuttleworth said that, as the traveller would be an ambassador of Britain, he should pay attention to the customs of the land he was visiting "without overdoing it and appearing phoney." A rudimentary knowledge should be acquired of the country's geography, history, climate, economy and political system. A much greater effort must be made by the English to learn foreign languages. Questions were often asked abroad about Britain; the executive would do well to inquire of himself how much he knew about his own country, and to arm himself with a handbook on the subject. A picture of modern Britain should be presented and details of its past and present achievements should be put over with modesty and conviction. In some countries it was not too difficult to obtain an interview on television, said Mr. Shuttleworth. and he was sure that the spoken word carried much more influence than the written.

#### RÔLE OF THE EXPORT AGENT

#### Important services for the exporter

F. H. CARR, M.I.Ex.

HE Prime Minister's "Exporting is Fun" call to the smaller manufacturers and suppliers to interest themselves in exporting or, even more, to consider it their patriotic duty to do so if at all possible, appears, so far, to have had little response. Possibly that is due to lack of knowledge or information concerning the general procedure followed in exporting.

While it is agreed that various trade associations, chambers of commerce and other authorities will place the intending exporters in touch with importers overseas, contact cannot be established until the exporter is able to quote in terms understandable by and acceptable to the importer. Undoubtedly one of the most economical and reliable ways of obtaining detailed enlightenment on the subject is to employ the services of an export agent, and the purpose of this article is to give a rudimentary outline of the various formalities inseparable from exporting, plus an indication of the assistance such an agent provides. For that purpose the "ex works" cost of products is assumed to be the same for export as for the home trade.

The first export operation and charge is in respect of export packing, and—as with all such items—the export agent provides full information on the subject. Briefly, the goods must be packed in the most appropriate form for the market concerned—securely and yet as economically as possible so far as cubic capacity is concerned.

#### Packing Charges

It must be understood that, unless the product is heavy in proportion to its cubic displacement (in the ratio of 2 cu. ft. to 1 cwt., which is the accepted shipping standard), then sea freight is charged on cubic measurement. Having assessed packing charges, the next step is to calculate carriage to port of shipment and charges for placing goods on board, generally referred to as f.o.b. (free on board) charges. Whether rail or road transport is used the rates are obtainable from the service concerned and the dock charges from the port authority. Sea freight and insurance to port of destination can prove difficult to assess unless calculated by an experienced operator. The foregoing remarks provide a brief guide to assessing charges to arrive at a c.i.f. (cost, insurance and freight) price which can be quoted to the importer, but where it is suggested that charges and rates can be obtained from the service or authority concerned, this presupposes that the supplier employs a staff with some experience of exports, which is hardly likely, if, as is probable, economy is of prime importance in the initial stages of the new venture. If an export agent is appointed he can answer all questions that may arise in connection with quoting prices overseas.

Even before the supplier has finally decided to export, he can call on the agent for advice and information as to the sales possibilities of his products overseas, and no payment is required for such services until the goods are actually marketed. In the initial stages, however, it is usual to appoint the agent as official distributor for a reasonable period on a commission basis, such commission to be included in the price and payable on sales completed. Having satisfied himself, after thoroughly discussing the project with the agent, that his products can be supplied competitively overseas, the supplier may then decide on the markets in which they should be launched. The export agent is usually able to obtain that information by reason of contacts abroad and other means at his disposal. The efforts of the agent in market research are on a limited scale compared with the services of those of consultants who make it their business to conduct such investigations on a wide scale for a definite

fee but, as this article is directed to the small supplier with limited means, all the operations discussed are referred to with that point in mind.

Assuming that all preliminaries have been completed and an order obtained, it is "vetted" by the agent and passed for packing and dispatch as previously mentioned. When the goods are ready the agent books the shipment, arranges forwarding to docks, and completes the shipping documents, a matter of routine to him but probably confusing to anyone not experienced in exports.

The agent arranges to clear the goods through Customs, either just before or after clearance of the vessel in accordance with regulations. After shipment the agent obtains signed original bills of lading, which represent title to the goods until they are released at port of destination.

The bills of lading, with certified invoices appropriate to the territory overseas, consular documents (necessary), insurance certificate and banking draft, are now collated ready for dispatch to a bank, or othearwise disposed of in accordance with settlement terms arranged with the overseas customer

In questions of terms of settlement, as well as with the completion of and disposal of documents, the agent is of particular assistance to the supplier, as those operations, probably more than any others, call for experience and accuracy. Several operations in connection with shipping and collation of documents have only been mentioned in passing, but each of them involves a wide experience in handling exports. It is possible that the supplier would prefer to be relieved of the worry and responsibility of obtaining payment from abroad, in which case, by mutual agreement and, of course, at an increased commission, the agent may be prepared to settle supplier's account on f.o.b, terms, This diverges from the usual agreement between agent and principal, but can prove of great assistance to the latter,

#### Advertising

Even a brief discussion on the subject of exporting and the supplier-agent relationship would not be complete without mentioning advertising. In one form or another advertising is vitally necessary to success in exporting, and again the advice of an agent is of great assistance. Ignoring largescale Press campaigns, radio and television broadcasts, etc., on the grounds of expense, the exporter might consider mail circularisation of catalogues and price lists, preferably illustrated, backed up by supplies of free samples to those who evince interest by sending inquiries. It may be accepted as a general rule that an agent accepts the responsibility and expense of dispatching circulars, but the supplier should be prepared to back him up where necessary by sending samples free of charge. This method of propaganda is slow in producing results, but that may not be a bad thing where a supplier is trying to feel his way with exports. A gradual build-up enables him to gain experience in this new field, and allows him to make any adjustments necessary and prevents him from being committed in a big way to prices and supplies which, despite the care taken in the initial stages, may not prove economical. An advertisement in a trade journal or other publication with a wide circulation overseas should not be overlooked, as it may be the means of attracting valuable inquiries. Above all, whatever medium of advertising is used, it must be consistent to familiarise buyers overseas with the supplier's name and the associated products.

It is hoped these few paragraphs will give an inkling to the prospective exporter of the elementary stages through which an export order must pass, giving him confidence to take the necessary steps, to consult or eo-operate with an export agent with a view to entering this new field.

One thing is certain. Mr. Macmillan did not make his

appeal without good reason, and the signs are apparent that Britain's political opponents abroad are seeking to defeat her by economic means. Their success could be as disastrous to Britain as could defeat by force of arms.

#### GOVERNMENT SERVICES FOR EXPORTERS

#### Many answers to exporters' problems are freely available

HAT the Government can often provide the answers to the many queries that are apt to trouble an exporter is often overlooked, particularly by those entering the field for the first time. Any one seeking advice is recommended to contact first the nearest regional office of the Board of Trade, from which the controller or his assistant will either visit the inquirer's premises or arrange an appointment at his own office. Regional offices are situated at Newcastle-on-Tyne, Leeds, Manchester, Birmingham, London, Bristol and there is an office for Wales at Cardiff, and one for Scotland at Glasgow. The Northern Ireland Ministry of Commerce at Belfast is able to help exporters in Northern Ireland. If the local officer has not the necessary information to answer the query, he consults with the headquarters of the Board of Trade in London. On the other hand the trader himself may approach the London office direct.

#### Departments in London

There are two departments of the Board of Trade in London which may prove useful: the Commercial Relations and Exports Department, Horse Guards Avenue, Whitehall. S.W.1 (telephone: Trafalgar 8855), which is divided broadly speaking into a series of "country" sections handling commercial relations with overseas Governments; and the General Division, including the Export Services Branch, which is organised into a number of "commodity" sections, and is the point to which most queries of detail are addressed. If the exporter's problem cannot be answered from the information on hand in London, it is referred to one or more of the 200 commercial officers abroad. Besides collecting information to answer individual inquiries, the overseas officers provide London with news about commercial and financial matters affecting the local demand for United Kingdom goods and report on inquiries received from prospective buyers of particular kinds of goods and other data of interest to manufacturers. The Export Services Branch maintains lists of importers of various products in most countries so that, for instance, a manufacturer of pharmaceuticals or cosmetics may obtain a list of known importers of those articles in any particular country. Directories of the world's largest cities, and a collection of overseas trade journals and catalogues, may also be consulted at the Branch. Records about the standing, activities and influence of many overseas companies are held, and undertakes inquiries about any other overseas firm on request though the reports do not cover credit worthiness.

Whilst the best way for an exporter to choose and appoint an overseas agent is to do it on the spot himself, that may not always be possible. Here the Branch is willing to ask its overseas officers to find, by local inquiry, the most suitable agent and forward particulars of the most promising contact. Advice on the usual agency arrangements may best be included with recommendations on the terms that are appropriate for the territory and for the particular product. Should the exporter decide to go abroad to find an agent, he can save time by letting the Branch make some preliminary inquiries. To do that he should supply a description of the goods he wishes to sell abroad, together with catalogues and samples, particulars of price, discount, delivery, territory

to be covered, type of agent, and terms. Information about tariffs and import controls levied by overseas countries can be supplied by the Branch, as well as answers to questions about existing quotas, consular invoices and fees, certificates of origin, marking and packing of export goods, food and drug regulations, trade and merchandise marks, taxation of commercial travellers and their samples, and sales taxation.

If advised sufficiently in advance, the Branch can notify overseas posts first of the forthcoming visit of United Kingdom exporters. Knowing the local business community well, the overseas officer can prepare the ground, arrange introductions and often secure local publicity for the visit if desired

The Export Credits Guarantee Department provides credit insurance for United Kingdom exporters and merchants against financial and political risks incurred in overseas trading. The risks covered include the insolvency or protracted default of the overseas buyer; governmental action to prevent or delay the transfer of payment in sterling to the exporter; the imposition of new import licensing restrictions in the buyer's country or the cancellation of a valid import licence; war between the buyer's country and the United Kingdom; cancellation or non-renewal of a United Kingdom export licence; eivil war, etc., in the buyer's country; or "any other cause of loss occurring outside the United Kingdom and not within the control of the exporter or the buyer."

Comprehensive guarantee policies apply for a period of twelve months or three years as the exporter may choose to the whole of his overseas business sold on credit terms of up to six months or, for certain engineering goods, up to five years. Specific guarantees cover individual contracts for manufacturers who supply plant and machinery on which the terms of payment may extend to five years from date of shipment. In addition, there are guarantees to cover other aspects of overseas trading which bring financial benefit to the United Kingdom.

Further information of the Department's facilities may be obtained from the head office, 59 Gresham Street, London, E.C.2 (telephone: Monarch 6699), or from any of the Department's branch offices.

#### Publicity Essential

Publicity is essential for promoting any product overseas and in that connection the Central Office of Information, Hercules Road, Westminster Bridge Road, London, S.E.1 (telephone: Waterloo 2345, ext. 241) can play an important rôle. The office employs every useful medium of publicity except direct broadcast from the United Kingdom to maintain and increase British prestige abroad.

Any exporter wishing to participate in an overseas trade fair will find the answer to many questions in a booklet issued by the Board of Trade and entitled "Trade Fairs Help Exports." It is available free from the Export Services Branch or regional offices of the Board of Trade, A list of centres abroad in which there are United Kingdom trade offices and other useful information on Government services for exporters is contained in another pamphlet, "British Government Services for Exporters," also available from the same address.

#### THE A.B.P.I. and EXPORT PROMOTION

#### A record of growing services to members

J. M. KIRKNESS, R.D., M.A., M.I.Ex.

(secretary to the export division, Association of British Pharmaceutical Industry)

HERE have been many exhortations recently from influential people in high places in the land to increase even further the volume of British exports. Exporting pharmaceuticals, as manufacturers who have engaged in it know to their cost, is fraught with difficulties not applicable to other exporting industrics.

Notwithstanding that handicap, the British pharmaceutical industry can point to an extraordinary expansion in its exports. Whereas in 1938 exports amounted to £3·3 millions in value, by 1950 they had risen to £23·1 millions and by 1959 to £40·1 millions. That was more than a quarter of the industry's gross output in 1957, the latest year for which figures are available. Provided the present strike of tally clerks in the Port of London is speedily resolved, it would seem that last year's export total will be exceeded in 1960.

So far back as 1930 the Wholesale Drug Trade Association, predecessor of the A.B.P.I., set up a special section to deal with export matters. The work of that section was suspended in 1940 when the Pharmaceutical Export Group (P.E.G.) was launched under Government auspices in order to maintain connection with overseas buyers and to promote export trade wherever possible.

Shipping facilities could only be provided for those medical supplies that were considered to be essential overseas. Hence the adoption of the bulk indenting system which, though not approved by the industry, was operated by the P.E.G. to best advantage. The P.E.G. was also responsible for the allocation of raw materials in short supply, commodities used both in manufacturing and in packaging, and ranging from sugar and honey to wood-wool and timber. At the end of the 1939–45 war the P.E.G. was instrumental in framing a questionnaire for the preparation of market reports on different countries by H.M. Commercial Diplomatic Officers and Trade Commissioners. Those reports were of much use in providing detailed material for the use of export managers whose facilities for overseas travel were, at that time, limited.

In January 1950 the P.E.G. merged with the A.B.P.I. The merger had become necessary in order that the industry could adopt a uniform policy and take into account the inter-relation of home and export trade. It was regarded as essential that the joint organisation should provide as good a service to its members as had been enjoyed by the mcmbers of the P.E.G. Adequate provision was made for representation of export interests on the governing body, the A.B.P.I. Council.

The immediate postwar years produced a seller's market which had changed, however, to a buyer's market by 1950. The effect of American Lease-Lend became felt as many overseas buyers, unable during the latter part of the war to obtain ready supplies of British and Continental pharmaceuticals, tended to draw their requirements from the U.S.A. In addition, increased competition was met from countries whose progress as exporters had not been hampered to the same extent by war and Government controls. Ten years ago much of the trade with the Continent of Europe was bedevilled by bilateral trade agreements fixing quotas for essential goods, including pharmaceuticals. It was one of the responsibilities of the A.B.P.I. to assist H.M. Government in arranging for adequate quotas during their trade talks.

Since then, although there has been considerable liberalisation of trade in pharmaceuticals, and although bilateral trade agreements have almost disappeared, except with such countries as the U.S.S.R., other major difficulties have arisen.

The Korean war brought increased trade with many countries that were stockpiling drugs and medicines in the fear that they might once again be cut off from overseas pharmaceutical manufacturers. By 1953 there was a slight recession, due to a fall in world prices and to a tendency to export bulk pharmaceuticals instead of finished goods. Many manufacturers began to find that the export of branded products on which they had built up their export reputations was becoming affected by import licensing restrictions or increased customs duties imposed to protect local industry. That pattern of protection has begun to spread even through the British Commonwealth in such countries as India and Australia, and the larger companies have thus set up subsidiary manufacturing units overseas. Smaller countries, which until recently provided good markets for British pharmaceutical exports, but which have now adopted that attitude include the Irish Republic and Jamaica. Some countries have gone even further by nationalising the importation of all pharmaceuticals (Norway and Egypt); others (India, Iran, Burma) have established pharmaceutical factories under Government control.

How can the A.B.P.I, best serve its members in such constantly changing conditions? The Association distributes detailed information on a variety of subjects, for example: import licensing and exchange control; customs duties; health registration and labelling formalities for medical and veterinary specialities; trade statistics; market reports on medical and veterinary products overseas; economic reports; shipping matters; tenders and prospective agents; overseas medical and veterinary conferences and exhibitions; trade marks and generic names. That information is kept up-to-date by taking numerous journals, both home and overseas, and by maintaining constant touch with officials in the Ministry of Health, Board of Trade, Department of Customs and Excise, Federation of British Industries, Chambers of Commerce, as well as with authorities abroad.

Weekly bulletins are issued to export members, and they include recent items of overseas interest. A similar service is also provided fortnightly to exporters of veterinary medicines. Specific overseas problems are normally referred by members to the Association, which if necessary calls a special meeting at which the problem is discussed by the export or veterinary division in open forum.

#### The Export Executive

The export division of the A.B.P.I, has a general purposes committee—the export executive—which acts as a consultative and advisory body on all general problems of export trade in pharmaceuticals. It does not, of course, intervene in price and marketing policies, which are the responsibility of individual members. Thus the A.B.P.I, is the servant of its export members, though it does on occasion receive requests for information and help from outside its membership.

Acting often as a mediator, it has the ear of authoritative bodies to a greater extent than many individual companies, large or small. Such authorities include Government departments at home; H.M. Commercial posts overseas; foreign embassies and legations; visiting trade missions; and the Federation of British Industries, on whose committees the A.B.P.I. is represented. The Association also co-operates with kindred associations on export matters, and joint meetings have been arranged to discuss common difficulties.

In addition there have been opportunities for collaboration with counterpart organisations in the Commonwealth and America, and more recently within the Pharmaceutical Industries Association (P.I.A.) of the European Free Trade Association, P.I.A. and a similar association set up for the countries in the European Common Market known as Groupement International de l'Industrie Pharmaceutique (G.I.I.P.), are working together to achieve uniformity in pharmaceutical regulations and trading practices in countries belonging to the Organisation for European Economic Cooperation (O.E.E.C.).

It is important to stress that, apart from the joint discussion of export problems at open meetings, the pooling of export information can often be of the utmost value. It can be best effected through the medium of the A.B.P.I. To belong, in a true sense, to the export section of a trade association it is necessary to help by giving information as well as taking it. Thus the A.B.P.I. is often the first to receive important news from abroad in that indirect manner, long before the Board of Trade is notified by an overseas post or a report reaches the Press in this country.

The larger members of the A.B.P.I. have, of course, their own associated companies and long-established agencies overseas and they may, in consequence, be less dependent than smaller members not so fortunately situated for information on particular markets. Even so the A.B.P.I. can help them on occasion. For the smaller firms, with less extensive facilities, and which may be considering a selected market for the first time, the A.B.P.I. can tailor its service accordingly. Often there may be a larger firm wishing to enter into some form of agreement with a firm whose pro-

ducts do not conflict with its own, or it may be a case where a change of agent is required.

Another function of the A.B.P.I. is to provide the necessary briefs when representatives of the industry participate in Government trade missions proceeding abroad. Recent examples have been the trade missions to Ghana and Egypt.

It is, however, in cases where joint representations may be required for export members in general that the A.B.P.I. takes a full share. There are 106 members of the A.B.P.I.'s export division, and if cach firm were to present a problem a month the work of the A.B.P.I. would admittedly be difficult. Fortunately that is not the case, but enough come forward to make the work stimulating, at times harassing, but never dull. The A.B.P.I. has considered a vast variety of subjects, ranging from clauses in government tenders; lack of patents protection; trade marks; health registration; the intricacies of labelling overseas, and packaging requirements; shipping in fibreboard cases; adulteration of drugs in the Far East; to the interpretation of ambiguously worded foreign health regulations. Sometimes that may even mean drawing the attention of the World Health Organisation to the flagrant use of a generic name as a trade mark, as where the word "penicillin" was coined for a hair restorative overseas.

The A.B.P.I. always tries either to provide the answer to an export query from the information at its disposal or else to find the possible source for a reply. In that way it attempts to help its export members to maintain their proud record of solid export achievements.

#### **EXPORT TERMS**

A/M/T.—Air Mail Transfer A/R.—All risks, or against all risks (marine)

A/S.—After sight

B/E.—Bill of Exchange B/L—Bill of Lading

**B.O.**—Buyer's option

B/R.—Bills receivable

C. & F.—Cost and freight

C.a.d.—Cash against documents

c.i.f.—Cost, insurance, freight C.i.f. & c.—Cost, insurance,

freight and commission

C.i.f. & e.—Cost, insurance, freight and exchange

C.i.f.c. & i.—Cost, insurance, freight, commission and interest

C.i.f.i. & e.—Cost, insurance, freight, interest and exchange

c/s.—Case(s)

C.W.O.—Cash with order

D/A.—Documents against acceptance

D/a.—Days after acceptance

D/D.—Demand draft

D/d.—Days after date

Debs.—Debentures

D/N.—Debit note D/O.—Delivery order

D/P.—Documents against payment.

D/S.—Days (after) sight

D/W.—Dock warrant

E. & O.E.—Errors and omissions

Ex.Int.—Not including interest

F.a.a.—Free of all average

F.A.S.—Free alongside steamer

F/d.—Free docks

F.f.a.—Free from alongside

F.g.a.—Free general average

F.O.—Free overside

F.O.B.—Free on board

F.O.C.—Free of charge(s)

F.o.d.—Free of damage

F.o.r.—Free on rail

F.o.s.—Free on steamer

F.o.t.—Free on trucks

F.o.w.—Free on wagons

f.p.a.—Free of particular average F.P.A.A.C.—Free of particular

average (American conditions)

F.P.A.E.C.—Free of particular average (English conditions)

G/A.—General average

Grs. T.—Gross ton

J/A.—Joint accounts

Loco.—On the spot

L.t. or l.tn.—Long ton

M.I.P.—Marine insurance policy

M.P.—Months after payment M.S.—Months after sight

M/T.—Mail transfer

N/A.—Non-acceptance

n.e.m .- Not elsewhere mentioned

n.e.i.-Not elsewhere included

N/F.—No funds N/N.—No noting, i.e., incur no notarial charges

N/O.—No orders

n.s.-Not specified

n.o.p. \ Not otherwise n.o.p.f.—∫ provided for

O/a.-On account

excepted

O/d.-On demand

O/o.-Order of

O/R.—Owner's risk

O.r.b.—Owner's risk of breakage

P/a.—Particular average

per pro or p.p. (per procuration):

By power of authority

p.f.-Pro forma

P.L.—Partial loss pm.—premium

Pty.—Proprietary

R/A.—Refer to acceptor

R/D.—Refer to drawer

S.b.—Short bill

S/D.—Sight draft

S.D.B.L.—Sight draft, bill of

lading attached

S/N.—Shipping note

S.O.—Seller's option

S.P.A.—Subject to particular

average

S.R. & C.C.—Strikes, riots and

civil commotions

S.t. or s.tn.—Short ton

T/B.—Trial balance

T.L.O.—Total loss only

T.M.O.—Telegraphic money

order

T.T.—Telegraphic transfer

U/w.—Underwriters

W.A.—With average

W/M.—Weight or measurement

W.P.A.—With particular average

#### B.P. ADDENDUM, 1960

#### Additions and amendments to 1958 Pharmacopæia

*Pharmaceutical Press* (for the General Medical Council).  $8\frac{3}{4} \times 5\frac{3}{4}$  in. Pp. xxi + 83, 30s, Postage 1s. (overseas 1s, 10d.).

HE new Addendum to the 1958 Pharmacopæia, published on October 3 and official from March 1, 1961, will probably be the last to appear alone, since future editions will probably be published simultaneously with the British Pharmaceutical Codex Supplements as part of the plan to co-ordinate publication of Pharmacopæia and Codex.

The present volume contains forty-nine monographs on drugs and preparations and makes alterations to forty-two of the existing monographs. Some of the amendments are small, but others represent considerable changes.

The majority of the new monographs are already included in the 1959 Codex, but the following were not in that volume though some are in the British National Formulary, 1960:—

#### Amendments

Injection of menaphthone sodium bisulphite is now directed to be sterilised by filtration, as there is ample evidence that the compound is decomposed by heat. Injection of sodium antimonyl gluconate may now contain a buffer, which must be declared on the label.

The monographs on bacille Calmette-Güérin vaccine (B.C.G.—used for active immunisation against tuberculosis) and smallpox vaccine have been revised extensively, and the dried forms are now included. That represents a considerable advance, since the dried forms are much more stable. The directions for storage of both vaccines are altered.

More precise directions are also given for the storage of solutions of tuberculin purified protein derivatives and the fact that solutions containing buffers and preservatives are more stable is recognised. Similarly, more detail is given of the storage temperatures and duration of potency of solutions of the antibiotic bacitracin.

Several amendments relate to tablets. The statement on the addition of colours and flavours is altered to allow them only when expressly permitted in the monograph. Any colouring agent must be innocuous. The additions of up to 5 per cent. of starch as a disintegrant and up to 1 per cent. of magnesium stearate as a lubricant are permitted in sodium citrate tablets, and the test for clarity of solution is omitted. No other material may be present in those tablets.

The disintegration test is now applied to tablets of potassium chloride, sodium aminosalicylate and sodium chloride. In the appendices the assay of vitamin A and sterility

tests are amended; three new sieve sizes and one new per-

forated plate size are added.

A minor but welcome amendment is the recognition of the Pharmaceutical Society's diplomas by their inclusion after the names of the members of the Commission.

#### Additions

Corticotrophin gelatin injection and corticotrophin zinc hydroxide injection are prolonged-acting injections of the adrenal-cortex-stimulating hormone from the anterior lobe of the pituitary gland. The former is in the form of a solution containing 16 per cent, of hydrolysed gelatin; a medium whose viscosity delays absorption and thus prolongs action. The latter is an aqueous suspension of a corticotrophin-and-zinc-hydroxide complex, the insolubility of which is responsible for its prolonged effect. Other hormone derivatives are the hydrogen succinate and sodium succinate of hydrocortisone. The hydrogen compound is water-insoluble, but

the sodium salt is readily soluble and is used in injections, in enemas for the treatment of ulcerative colitis, and in lozenges for aphthous ulcers.

Liothyronine sodium is the official name for tri-iodothyronine, the thyroid hormone which has been shown to be more potent and more rapid in action than thyroxine. Anti-thyroid drugs are represented by potassium perchlorate, an inorganic compound that acts by diminishing the uptake of iodine by the thyroid, in contrast with the organic anti-thyroids, which prevent the iodination of tyrosine, one of the steps in synthesis of the thyroid hormones. The drug has the advantages of low toxicity and cheapness.

The antibiotic novobiocin (Albamycin, Biotexin, Cathomycin) is included as its calcium and sodium salts. The drug does not show cross-resistance with penicillin or the tetracyclines and is therefore a useful alternative to those drugs in some infections. The potassium salt of phenoxymethylpenicillin is also included for the first time. Probenecid (Benemid) is a drug of dual functions. It may be used to delay the renal excretion of drugs, such as penicillin and sodium aminosalicylate, and, as it has uricosuric properties, it is used to increase the excretion of uric acid in gout; it is less toxic than the cinchophen derivatives formerly used for that purpose.

The antihistamine tripelennamine hydrochloride (Pyribenzamine) finds somewhat belated recognition since it was one of the earliest of such compounds available. Hydroxychloroquine (Plaquenil), the hydroxy derivative of the well-known antimalarial, is better tolerated and less toxic than the parent substance. It also has an antimalarial action but is being used mainly in the treatment of lupus erythematosus and of rheumatoid arthritis.

Preparations, such as tablets, capsules and injections of these and several other drugs are now included, and a formula is given for soluble compound codeine tablets.

#### 100 YEARS AGO IMPORTS INTO PORTUGAL

From the C. & D., October 15, 1860

AMONGST the Portuguese imports we find that the value of the chemicals imported into that country in 1851 was 548,797 milreis (equal to 4s,  $5\frac{1}{3}$ d.); in 1855, 664,634 milreis; in 1856 and 1857 it was 742,051 milreis; and in 1858 it was 771.337 milreis. Of these, the chemicals imported from Great Britain alone were, in 1855, of the total value of 410,257 milreis, in 1856 and 1857 they were worth 420,654 milreis, and in 1858-59 they were computed at 445,617 milreis. In this general term "chemicals" is included a great variety of articles, of which the principal are pitch, indigo, sulphur, gums, drugs, acids, dye-stuffs, perfumery, soap, oleaginous seeds, saltpetre, etc. Their consumption has increased under the reformed tariff from 548,000\$000 to 664,000\$000. The total imports continue to increase down to the latest returns, inclusively. The same may be said of our English trade. The increase of imports in 1858 and 1859 is, however, more apparent than real, being mainly due to the insertion of a new article in this class, viz.—soap. This was, till last year, the subject of a monopoly, and was farmed to the Tobacco Company. It did not figure in the trade returns, being a prohibited article, but it is now imported to the value of 83,000\$000. The Portuguese exports of chemicals during 1851 amounted to 501,412 milreis, in 1855 to 620,861 milreis, in 1856-57 to 552,820 milreis, and in 1858-59 to 736,845. Of these, there went to Great Britain alone, in 1855, chemicals worth 220,828 milreis, in 1856-57 they were worth 234,991, and in 1858-59 they were of the value of 256,501 milreis. Lisbon seed oil, chloride of mercury, salt, tartar, drugs, and essential oils account for 620,861\$000 in 1855.

#### FIGURES IN THE PHARMACEUTICAL WORLD

THE qualities required in a secretary to a committee of professional discipline are nowhere laid down. If they were, it is likely that they would correspond closely to those of the present secretary of the Statutory Committee: Mr. P. H. Woodnoth, F.P.S. In him are combined a long experience of the practical day-to-day problems facing pharmacists in many branches of the profession; a lively interest in issues of conduct, both as to broad principles and as to the nice distinctions that have on occasion to be made; a sense of proportion (and even of humour); a more than ordinary reticence; and a difficult degree of self-effacement.

Like many another pharmacist of his period, he was brought into pharmacy by a school-time awakening of interest in chemistry as a science, and perhaps by supposing pharmacy to offer a greater scope for satisfying it than afterwards proved to be the case. A native of Wrexham, he was an Englishman among the Welsh, a situation that continued during his apprenticeship with Francis & Co. (now Francis & Co. (Wrexham), Ltd.). It may be that that was a factor in developing the discretion that is so marked a feature of his character today.

On the completion of his apprenticeon the completion of his apprentice-ship in 1909 he took a post until the end of 1910 as assistant in a North London pharmacy. He then became a student at the South of England Col-lege of Pharmacy—next door-but-one to the college he was later to head and qualified after only three months in April 1911. His first post after qualifying was in the West End of London, at the pharmacy of Blake, Sandford & Blake. The professional standard of that pharmacy is indicated by the fact that it had, even at that early date, an "open" dispensary. There he remained for eighteen months before entering the wholesale trade by way of a post in the foreign department of Burroughs Wellcome & Co. It was his marriage in 1912 to a daughter of the late G. S. V. Wills, at that time principal of the Westminster College of Pharmacy, that took him into the academic field, for he joined the teaching staff of his father-in-law in 1914 and remained with him until 1917, when he left for war service with the Royal Naval Volunteer Reserve. By 1919 he was back at the Westminster College, facing that inundation of ex-Service students about which so much controversial ink has been spilt. Until 1920–21, therefore, he had to postpone his intended studies for the Major, which he gained after a course at the Society's school in April 1921. From then until 1937, when the College suffered the fate that was to overtake, within the cross of a fact that was to overtake. within the space of a few years, all the "private" schools of pharmacy, he remained at the College — for the last nine years as its principal. Though the College was then closed, its premises served for the account of the college was then closed, its premises served for the private tutoring of "referred" students until 1941, when the building was put out of commission by enemy action. It was to hospital phar-macy that he turned, replacing at the



MR. P. H. WOODNOTH

Royal Northern Hospital, London, younger pharmacists away on War service. From there he progressed to the Pharmaceutical Society's head-quarters to work on the production of a new edition of "Martindale," and on the Society's payroll he has remained, in one capacity or another, ever since. At first he was on general secretarial work, but the increasing number of problems arising for members of the Society from the Pharmacy and Medicines Act, 1941, occupied a growing percentage of his working week, so that when, in 1945, it was decided to appoint a secretary of the Statutory Committee with functions and duties independent of the Society, he was a natural choice for the position. After fifteen years he has proved himself an ideal holder of the office, which he continues to hold. In past years (though but to a slight extent today) he has played a part in Branch affairs, and

was chairman of the South-west Metropolitan Branch and president of the South-west London Chemists' Association in 1936. Mr. Woodnoth's duties do not—must not—bring him into the limelight of publicity, and in the nature of things leave him unknown to the majority of pharmacists, since fortunately only the few who are called to answer for their conduct have any cause to come into personal or professional contact with him. Among those to whom he was mentor in an era now defunct he is held in affection and gratitude for an amount of friendly guidance and individual instruction that make "cram school" an unjustified libel of the old "Westminster." Apart from his brother he is literally the last of the Woodnoths, but though the name is destined to die out the memory of a warm personality and worthy pharmacist will remain among his professional colleagues and friends.

#### **GUIDE TO NEW MEDICAMENTS**

Information about proprietary products supplied principally on prescription. Reprints on perforated gummed paper for affixing to index cards are obtainable from the Editor. Notes on the products are given on p. 486.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, October 15, 1960

#### UVISTAT

Manufacturer: Ward, Blenkinsop & Co., Ltd., Fulton House, Empire Way, Wembley, Middlesex.

Description: A faint-yellow vanishing cream containing 10 per cent. of Uvistat (2-hydroxy-4-methoxy-4'-methylbenzophenone).

INDICATIONS: Protection of photo-sensitive subjects from ultraviolet radiation, including the longer wavelengths shown to be responsible for the initiation of many photodermatoses.

METHOD OF USE: Applied in cosmetically acceptable layer to exposed areas.

How SUPPLIED: In tube of 50 gm.

FIRST ISSUED: July 1960.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, October 15, 1960

#### CONOTRANE

MANUFACTURER: Ward, Blenkinsop & Co., Ltd., Fulton House, Empire Way, Wembley, Middlesex.

DESCRIPTION: A white cream containing 0.05 per cent, of Penotrane (phenylmercuric dinaphthylmethane disulphonate) and 20 per cent, of silicone MS 200; water-repellant, bactericidal and fungicidal.

INDICATIONS: Napkin rash; bedsores, plaster sores; protection of skin around colostomies, etc.

METHOD OF USE: Applied to the affected areas twice a day for a week, then once a day.

How Supplied: In jars of 60, 200 and 500 gm.

First Issued: September 1960. (Formerly known as Penotrane/silicone cream).

THE CHEMIST AND DRUGGIST Guide to New Medicaments, October 15, 1960

#### CHYMORAL

Manufacturer: Armour Pharmaceutical Co., Ltd., Eastbourne, Sussex.

Description: Tablets, each containing an enzyme concentrate having specific trypsin and chymotrypsin activity equivalent to 50,000 Armour units. The tablets are red and enteric coated.

INDICATIONS: Inflammatory conditions; ædema (unless of cardiac or renal origin); respiratory disease.

DOSAGE: Two tablets four times a day initially, reduced to one tablet four times a day for maintenance therapy. May be given in conjunction with parenteral Chymar.

How SUPPLIED: In bottle of forty-eight.

FIRST ISSUED: September 1960.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, October 15, 1960

#### CELBENIN

Manufacturer: Beecham Research Laboratories, Ltd., Great West Road, Brentford, Middlesex.

Description: Vials, each containing 1 gm. of Celbenin (dimethoxyphenecillin), an antibiotic bactericidal to penicillinase-producing staphylococci. To be dissolved immediately before use.

INDICATIONS: Resistant staphylococcal infections; mixed infections (e.g. burns) where presence of resistant staphylococci with streptococci is suspected.

Dosage: For intramuscular injection. Adults—I gm. every four hours, initially. Children—100 mgm. per kilo of body weight daily in divided (six hourly) doses, initially.

Continue initial dosage for three days, then adopt sixhourly dosage for a further three days or until recovery is complete.

How Supplied: In cartons of five, twenty-five and 100.

FIRST ISSUED: September 1960.

SUPPLY RESTRICTIONS: Therapeutic Substances Act.

Notes: Solutions of Celbenin are unstable at room temperature.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, October 15, 1960

#### PARSTELIN

Manufacturer: Smith, Kline & French Laboratories, Ltd., Welwyn Garden City, Herts.

Description: Tablets, each containing 10 mgm. of Parnate (tranylcypromine) and 1 mgm. of Stelazine (trifluoperazine). The tablets are apple-green and sugar-coated.

INDICATIONS: Anxiety neuroses associated particularly with emotional fatigue, menopausal syndrome or psychosomatic illness.

DOSAGE: One tablet twice a day (morning and afternoon), doubling the morning dose if necessary.

How Supplied: In containers of fifty and 500.

FIRST ISSUED: September 1960. SUPPLY RESTRICTIONS: P.I, S.4B.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, October 15, 1960

#### PARNATE

Manufacturer: Smith, Kline & French Laboratories, Ltd., Welwyn Garden City, Herts.

Description: Tablets, each containing 10 mgm. of Parnate (tranyleypromine), an anti-depressive. The tablets are red and sugar-coated.

INDICATIONS: Reactive or endogenous depression; psychosomatic illness; involutional melancholia.

DOSAGE: One tablet twice a day (morning and afternoon), doubling the morning dose if necessary.

How Supplied: In containers of fifty and 500.

FIRST 1SSUED: September 1960. SUPPLY RESTRICTIONS: P.1, S4B. NOTES: Available to hospitals only.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, October 15, 1960

#### STELABID

Manufacturer: Smith, Kline & French Laboratories, Ltd., Welwyn Garden City, Herts.

Description: Tablets, each containing 1 mgm. of Stelazine (trifluoperazine) and 5 mgm. of Tyramide (isopropamide iodide). The tablets are straw coloured, sugar-coated.

INDICATIONS: Gastro-intestinal disorders, when accompanied by anxiety states.

CONTRA-INDICATIONS: Glaucoma; pyloric obstruction; prostatic hypertrophy.

Dosage: One tablet two or three times a day. How Supplied: In containers of thirty and 250.

FIRST ISSUED: September 1960. SUPPLY RESTRICTIONS: P.I, S.4B.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, October 15, 1960

#### DECASPRAY

MANUFACTURER: Merck, Sharp & Dohme, Ltd., Hoddesdon, Herts.

DESCRIPTION: A controlled-release aerosol spray ejecting 0.075 mgm. of dexamethasone and 0.375 mgm. of neomycin per second of operation.

INDICATIONS: Contact dermatitis, atopic dermatitis, napkin rash, neurodermatitis, non-specific anogenital pruritus, lichen planus, stasis dermatitis, seborrhoeic dermatitis and inter-

METHOD OF USE: Sprayed for one or two seconds over each 16 sq. in. of affected skin, two or three times a day.

How Supplied: In 90-gm, spray-pack containing 10 mgm. of dexamethasone and 50 mgm. of neomycin sulphate.

First Issued: September 1960.

SUPPLY RESTRICTIONS: Therapeutic Substances Act.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, October 15, 1960

#### DIMYRIL

MANUFACTURER: Genatosan, Ltd., Loughborough, Leics.

Description: A cherry-coloured linetus, containing 40 mgm. of δ-dimethylamino-α-isopropyl-α-phenylvaleronitrile citrate in each teaspoonful (3.55 mils).

INDICATIONS: Cough associated with acute and chronic bronchitis, bronchiectasis, laryngitis; whooping cough and smoker's cough.

Dosage: Adults—one teaspoonful. Children—half to one teaspoonful. Infants—half a teaspoonful.

How Supplied: In bottles of 2 and 4 fl. oz.

FIRST ISSUED: September 1960.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, October 15, 1960.

#### CLOREVAN

MANUFACTURER: Evans Medical, Ltd., Speke, Liverpool, 24.

Description: Tablets, each containing 50 mgm. of Clorevan (chlorphenoxamine hydrochloride). The tablets are biconvex, pink, and inscribed "EVANS MEDICAL" on one face.

INDICATIONS: Parkinson's disease; conditions giving rise to the syndrome of Parkinsonism.

Dosage: One to two tablets (50-100 mgm.), two or three times a day; up to 400 mgm. daily may be necessary in some cases.

How Supplied: In container of 100.

FIRST ISSUED: July 1960.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, October 15, 1960.

#### DEQUADIN tulle

Manufacturer: Allen & Hanburys, Ltd., Bethnai Green, London, E.2.

Description: Sterile wide-mesh gauze, impregnated with a soft, non-irritating base containing 0.4 per cent. of Dequadin (dequalinium) acetate.

INDICATIONS: Wounds, burns, varicose ulcers, varicose eczema, carbuncles, boils; as a sterile post-operative dressing.

METHOD OF USE: Aseptically applied and covered with a sterile absorbent dressing.

How Supplied: In tins of ten and thirty-six 4 x 4 in. pieces.

FIRST ISSUED: September 1960.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, October 15, 1960.

#### ALDOCORTEN

Manufacturer: CIBA Laboratories, Ltd., Horsham, Sussex.

DESCRIPTION: Ampoules each containing 0.5 mgm. of Aldocorten (aldosterone), a mineralocorticosteroid, in 1 mil.

INDICATIONS: Replacement therapy in cases of adrenocortical insufficiency, either acute or chronic (Addison's disease, severe toxic infectious disease); states of shock due to various causes.

Dosage: 0.5 mgm. repeated several times daily if necessary.

How Supplied: In box of six. First 1ssued: September 1960.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, October 15, 1960.

#### STELADEX Spansules

Manufacturer: Smith, Kline & French Laboratories, Ltd., Welwyn Garden City, Herts.

Description: Sustained-release capsules, each containing 2 mgm. of Stelazine (trifluoperazine) and 10 mgm. of Dexedrine (dexamphetamine sulphate). The capsules are brown/colourless.

INDICATIONS: Obesity.

PRECAUTIONS: Use with caution in hypertension and cardiovascular disease.

Dosage: One capsule in the morning.

How Supplied: In containers of thirty and 250.

FIRST ISSUED: June 1960.

SUPPLY RESTRICTIONS: P.I, S.4B.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, October 15, 1960

#### FURAMIDE

Manufacturer: Boots Pure Drug Co., Ltd., Station Street, Nottingham.

Description: Tablets, each containing 0.5 gm. of Furamide (diloxanide furoate), an amorbicide with selective action against E. histolytica.

INDICATIONS: Amoebic dysentery and other *E. histolytica* infections.

DosAGE: Adults—one tablet three times a day for ten days.

Children—20 mgm. per kilo of body weight daily in divided doses for ten days.

How Supplied: In containers of fifteen and 250.

FIRST ISSUED: August 1960.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, October 15, 1960

#### HYDRATENE

Manufacturer: Coates & Cooper, Ltd., Pyramid Works, West Drayton, Middlesex.

DESCRIPTION: Tablets, each containing gr. 4 of chloral hydrate and gr. 6 of paracetamol. The tablets are white and scored.

INDICATIONS: Insomnia and agitation due to aching pain, particularly when related to chronic muscular-skeletal and nerve disorders.

Dosage: Adults—one to two tablets. Children—half to one tablet, according to age.

How Supplied: In containers of twenty-five and 250.

FIRST ISSUED: October 1960. SUPPLY RESTRICTIONS: P.I.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, October 15, 1960

#### URELIM

Manufacturer: Ward, Blenkinsop & Co., Ltd., Fulton House, Empire Way, Wembley, Middlesex.

Description: Tablets, each containing 0.5 gm. of Urelim (p-carboxybenzenesulphon-diethylamide). The tablets are pale blue and scored.

INDICATIONS: Long-term treatment of primary and secondary gout and other rheumatic conditions associated with raised serum uric acid levels.

Dosage: Two to six tablets (1-3 gm.) daily, in divided doses. Concurrent therapy with colchicine initially, in gout.

How Supplied: In containers of 100 and 500.

FIRST ISSUED: July 1960.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, October 15, 1960

#### BECOMEL

Manufacturer: The Crookes Laboratories, Ltd., Gorst Road, Park Royal, London, N.W.10.

Description: A plum-flavoured syrup, containing 0.7 mgm. of vitamin  $B_1$ ; 0.7 mgm. of vitamin  $B_2$ ; 0.35 mgm. of vitamin  $B_6$ ; and 5.0 mgm. of nicotinamide in each teaspoonful (4 mils).

Indications: Conditions associated with vitamin B-complex deficiency.

Dosage: Two to six teaspoonfuls daily.

How Supplied: In bottles of 4, 8 and 80 fl. oz.

FIRST ISSUED: September 1960. (Introduced May 1953 as Crookes B-complex elixir.)

THE CHEMIST AND DRUGGIST Guide to New Medicaments, October 15, 1960.

#### PASINAH-6PH

Manufacturer: A. Wander, Ltd., 42 Upper Grosvenor Street, London, W.1.

Description: White cachets, each containing 1.67 gm. of sodium aminosalicylate and 33.3 mgm. of Isoniazid.

INDICATIONS: All forms of tuberculosis.

Dosage: Six cachets daily in divided doses.

How Supplied: In tins of 180 and 540.

FIRST ISSUED: September 1960.

SUPPLY RESTRICTIONS: Therapeutic Substances Act.

## C. & D. Quarterly Price List, September 1

#### THIS WEEK'S CHANGES ARE GIVEN SEPARATELY AT END

	20 Carats (350 Dana) perfume trial	45 0 22 3 7	6	Becosym (1074 Roche) with B12 ampoules 6	84 0 .		10 6
	124A 124V	6 3ea 3 1ea 12 10 6ea 5 2ea 21	6	50	480 0 .		60 0
	A. & P. (104 BP) infants' powders	15 0 3 9 <b>1</b>	11	Beecham's (104 BP) pills	15 0	3 9	1 11
	Actifed (208 BW) tablets 500 Adaptoplast (339C G)	1040 0 130	0 †s7	powders	$\begin{array}{ccc} 33 & 0 \\ 15 & 0 \end{array}$	8 3 9	4 3
	dressings, first aid M286 M285		10½ 9		$\begin{array}{ccc} 31 & 2 \\ 107 & 0 \end{array}$	$\begin{array}{ccc} 7 & 9\frac{1}{2} \\ 26 & 9 \end{array}$	4 0
	Adcortyl-A (1176 Squibb)			tablets	doz 60's 15 0	doz 60's 3 9	1 11
	ointment . 50 gm with <b>Graneodin</b> 50 gm	31 9ea <b>47</b> 35 6ea <b>53</b>	7½ TS 3 TS	Benerva (1074 Roche)	31 2	7 91	4 0
	Adwin (266 Clarnell) paediatric 4 oz	30 0 4	5	tablets 300 mgm 25	$\begin{array}{cccccccccccccccccccccccccccccccccccc$		12 6 37 6
	tablets 16 oz	108 0 6	8	Better Off (385 DG)			
	Albion (339 CG) 500	216 0 27	0	for the face	$\begin{array}{ccc} 66 & 0 \\ 54 & 0 \end{array}$	$\begin{array}{ccc} 33 & 0 \\ 27 & 0 \end{array}$	11 0
	cotton wool ½ oz 1 oz	4 3 5 4		Biotrase (769 LH) 35 gm Bipepsogin (1152 SK)	$\begin{array}{cc} 45 & 0 \\ 16 & 6 \end{array}$	$\begin{array}{cccc} 11 & 3 \\ 4 & 1 \end{array}$	6 0 2 3
	2 oz 4 oz	8 5		Blacfrutex (1351 WLU) cough linetus	11 3	2 91	1 10
	8 oz	24 6		B-R (1023 Radiol)	17 5	4 44	2 9
	Aldactone (1121 Searle)	-		healing jelly 2 oz Bronchipax( 70 Aspro)	22 6	5 7½	3 0
	tablets 100 mgm 20	61 8ea <b>92</b> 289 10ea <b>434</b>	6 9	tablets 6	42 8	$\frac{10}{3} \frac{8}{\text{doz}}$	2 0
	Aldis (884 NB) beaded screen "Square 40"	119	6	24	3 doz 39 0	9 9	5 6
	"Square 50" Aldocorten (262 CIBA)	159	6	48 72	$\begin{array}{ccc} 68 & 0 \\ 86 & 0 \end{array}$	$\begin{array}{ccc} 17 & 0 \\ 21 & 6 \end{array}$	9 6 12 0
	ampoules 1 mil	27 4ea 41	o TS	Bronnley (194 Bronnley) after shave cream 209	33 0	16 1	5 9
	Allercur (1107 SAGB) (distributors 973 Pharmeth		0.1-2	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	$\begin{array}{ccc} 25 & 3 \\ 45 & 6 \end{array}$	$\begin{array}{ccc} 12 & 3 \\ 22 & 2 \end{array}$	4 3 7 6
	tablets 20 mgm 20 Amphetone (1348 JW) 10 oz	2 5½ea 3 60 0	<b>8</b> †s7	baby lotion	$\begin{array}{ccc} 20 & 6 \\ 17 & 0 \end{array}$	5 0 4 2	3 0 2 6
	20 oz 40 oz	108 0		powder 3 oz	$\begin{array}{ccc} 17 & 0 \\ 44 & 6 \end{array}$	$\begin{array}{ccc} 4 & 2 \\ 21 & 9 \end{array}$	2 6 7 6
	Andre Philippe (48 AP)	28 6ea	•	4 lb 400/4 salts apothecary jar 436	75 6 51 0	$\frac{36}{24} \frac{10}{11}$	12 9 8 6
	eau de cologne/lavender 18 men's roll-on deodorant 104	9 0 4 6 1 16 10 4 2 1 2	6	bay rum 2½ oz 207/2	22 3	10 9 16 10	4 2 6 3
	perfume story book XI Angel Touch (256 CPL) tube	18 0 9 0 3 17 4 8 8 2	0	beauty Cologne			
Delete	bottle	23 8 11 10 3 19 0 9 6 3	9	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	$\begin{array}{cc} 54 & 0 \\ 76 & 0 \end{array}$	$\begin{array}{ccc} 26 & 4 \\ 39 & 0 \end{array}$	9 6
Detete	Antilope (Weil) (960 ADP)		6	bath essence $2\frac{1}{2}$ oz $1027/82$	54 0	26 4	9 6
	eau parfumee 2 oz 080 4 oz 081	16 6ea 8 0½ea33	6	5 oz 1027/83 hand lotion 5 oz 1027/84	76 0 39 6	$\begin{array}{ccc} 37 & 0 \\ 18 & 9 \end{array}$	13 6 7 0
	8 oz 082 16 oz 083	26 3ea 12 9½ea <b>52</b> 46 3ca 22 6ea <b>92</b>	6	talcum powder 1027/85 bath cubes (6) 1027/86	$\begin{array}{ccc} 24 & 6 \\ 28 & 6 \end{array}$	$\begin{array}{ccc} 12 & 0 \\ 13 & 11 \end{array}$	4 3 5 0
	perfume handbag 017	7 9ea 3 9ea 16 14 9ea 7 2ea 30	0	brilliantine $2\frac{1}{2}$ oz $\frac{1027/89}{206/2}$	$\begin{array}{ccc} 54 & 0 \\ 22 & 3 \end{array}$	$\begin{array}{ccc} 26 & 4 \\ 10 & 9 \end{array}$	9 0
	$\frac{1}{2}$ oz 015 1 oz 014	26 3ea 12 9½ea <b>53</b> 42 0ea 20 6ea <b>85</b>	0	5 oz 206 honey and flowers	34 6	16 10	4 2 6 3
	handbag coffret 2 oz 013	75 Oea 36 6ea 150 15 9ea 7 8ea 32	0	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	$\begin{array}{ccc} 22 & 3 \\ 34 & 6 \end{array}$	$\frac{10}{16} \frac{9}{10}$	4 2 6 3 3 3
	diffusette 1 oz 016D 1 oz 015D	17 6ea 8 6ea 35 29 0ea 14 2ea 58	0	original oatmeal cream $253/1$ $253/2$	18 6 38 0	$\begin{array}{ccc} 9 & 0 \\ 18 & 6 \end{array}$	3 3 6 6
	refill ½ oz 015R 4 oz 012	26 0ea 12 8ea <b>52</b> 135 0ea 65 10ea <b>270</b>	6	pine bath cubes (6) 2022/6	19 0	4 3 29 8	6 6 3 3 9 6
	de luxe bottle in coffret 1 oz "Secret de Venus" bath oil	90 0ea 43 10ea 180	0 =	pre-electric shave lotion			
	½ oz -060B	20 9ea 10 1ea <b>42</b> 37 6ea 18 3ea <b>75</b>	0	200/2 200	25 3 45 6	$\begin{array}{ccc} 12 & 3 \\ 22 & 2 \\ \end{array}$	7 6
	1 oz 061 2 oz 062	67 6ea 32 11ea <b>135</b>	0	shaving soap bowl 205 refill 205/R	58 0 34 0	14 2 8 3	8 6 5 0
	bobine 4 oz 063 1 060	127 6ea 62 2ea <b>255</b> 4 3ea 0 0da 8	6	refill 2304 refill 2304/R	$\begin{array}{ccc} 20 & 0 \\ 10 & 3 \end{array}$	$\begin{smallmatrix}4&11\\2&6\end{smallmatrix}$	2 9
	bobines 12 060 Aramine (837 MSD) 1 mil 12	50 0ea 24 4½ea102 20 0ea 30	0	soap baby toilet (3)1030	41 0	10 0	6 0
	Arrid (1003 PP)	14 0ea 21	0	bath ball 1008 beauty visitors (6) 1027/V	$\begin{array}{ccc} 57 & 0 \\ 42 & 0 \end{array}$	$\begin{array}{ccc} 13 & 8 \\ 10 & 6 \end{array}$	8 6 6
	roll-on refill Asmapax (70 Aspro) 250	27 0 6 9 3 420 0 <b>52</b>	6 6 †s4B	$\begin{array}{ccc} \text{toilet} & 1027/\text{T} \\ \text{bath} & 1027/8 \end{array}$	$\begin{array}{ccc} 10 & 6 \\ 20 & 0 \end{array}$	$\begin{array}{ccc} 2 & 7 \\ 4 & 11 \end{array}$	1 8
	Azymil (176 BCLO)	49 6 6	9	colossal 1027/C lemon toilet 601	51 6 11 6	$\begin{array}{ccc} 12 & 7 \\ 2 & 10 \end{array}$	8 0
	Baghari (Piguet (1201 Supervit	te))		$\begin{array}{ccc} \text{bath} & . & 601/\text{B} \\ \text{visitors} & 601/\text{V} \end{array}$	$\begin{array}{ccc} 21 & 8 \\ 7 & 3 \end{array}$	5 3 1 9	3 3
	bath oil $\frac{1}{3}$ oz Balto (727 Lane)	13 Oea 6 6ca <b>26</b>	9	marbles (34) 434	49 0 110 0	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	7 6 16 0
Delete	foot balm 11 oz 2 oz	17 11 4 6 <b>2</b>	6	men's toilet (3) 204	46 0	11 3	6 9
20000	Bandit (Piguet (1201 Supervite bath oil 3 oz	e)) 13 0ea 6 6ea <b>26</b>	9	original round bath	23 0	5 7	3 9
	Barbevite (1348 JW) 5 oz 20 oz	48 0	, †s1s4A	pine toilet 3 oz 650 bath 6 oz 651	$\begin{array}{ccc} 10 & 6 \\ 18 & 6 \end{array}$	$\begin{array}{ccc} 2 & 7 \\ 4 & 6 \end{array}$	1 8 2 9
	80 oz	53 Oea	. †s1s4A	pre-make-up1052 Scotch heather (3)1055	$\begin{array}{ccc} 11 & 6 \\ 49 & 0 \end{array}$	$\begin{array}{ccc} 2 & 7 \\ 12 & 2 \end{array}$	1 9 7 6
	Barbidex (70 Aspro) 30 250	294 0 36	3 †s1s4A 9 †s1s4A	"sea shell" guest 435 "shell" (3)	$\begin{array}{ccc} 57 & 0 \\ 30 & 6 \end{array}$	13 8 7 5	8 6
	Basket of Flowers (1070 Winds toilet soap	58 0 13 9	7	bath 604/B	$\begin{array}{cc} 8 & 7 \\ 15 & 0 \end{array}$	$\begin{array}{ccc} 2 & 1 \\ 3 & 2 \end{array}$	1 3 2 2 4 9
	Beauti-Lash (385 DG)	gross gross	-	sun-tan lotion	$\begin{array}{ccc} 28 & 0 \\ 21 & 0 \end{array}$	$\begin{array}{ccc} 13 & 11 \\ 10 & 3 \end{array}$	3 6
	mascara applicator	75 0 37 6 <b>12</b> 46 0 23 0 <b>7</b>	6 9	talcum powder2711 mens 203	34 6 26 0	$\begin{array}{ccc} 16 & 10 \\ 12 & 8 \end{array}$	5 9 4 6
	Becomel (324 Crookes) elixir 4 oz	26 0 3	3	turtle oil talcum powder 605	21 0	9 6	3 6
	8 oz 80 oz	40 0 <b>5</b> 360 0 <b>45</b>		bath cubes (6) 606 (12) 607	$\frac{19}{33}  \frac{6}{0}$	$\begin{array}{ccc} 9 & 6 \\ 16 & 0 \end{array}$	3 3 5 6
	30 02	500 0 43	_	(12) 001	00 0		

	Brontyl (769 LH)									2 oz 065		6ea		11ea		0
	ampoules 2 mils 5 Brylcreem (303 County)	60				76 110				4 oz 060 single 060	) 4	3ca	$\frac{62}{2}$	$0\frac{1}{2}6$	255 a 8 a 102	0 6 ! 0
	tub	11 18 32	1	5 9 16	01/2	2 10			Colchipirine (292 C)	12 060 dp 400				450	a 1 0 2	ts7
	dispenser refill Calypso (Piguet (1201Supervite)	25		12		4 0			tablets Coldrex (976 PS&T)	dp 1000	575	4.		5	5	6 187
	bath oil ½ oz  Cambison (614 Hoechst)	13	0ea	6	6ea <b>2</b>	6 9			Comba-Curler (888 1) Conotrane (1305 WE	Tewey)	10	3	2	67	1	6
	(distributors 621 Horlicks) ointment 0.25% 5 gm	40					TS		silicone cream	60 gm 200 gm	144	0.		::	7 18	6
	0.5% 20 gin 5 gm 20 gm	$128 \\ 64 \\ 204$	0			8 0	TS		Corangil (37 Allied)	500 gr		0ea 3ea		••	37 12	6 4 †s1
	Canoe (350 Dana) perfume	45		22	3		10		tablets	250 1000	35	10ea			53 194	9 †s1 3 †s1
	729A 729V	$\frac{6}{10}$	3ea 6ea	3 5	1ea 1: 2ea 2	2 6 1 0			Cravens (316 Craven best barley sugar	) 5 lk	13	4ea				10 gtr
	toilet soap (3) 507  Cardiazol (708 Knoll)  liquid 10% 10 mils	6		1	6ea 10				best English mint	eed 5 lb	14				<sub>1</sub> 1	9 qtr 01 qtr 0 qtr
	liquid 10% 10 mils 100 mlls tablets 10	19 2	6ea 6ea 9ea		26	6 0			blackcurrant pasti Blix licorice pastil	6 lb	19	8ea 0ea			1	0 qtr 10 qtr
	Cardiazol ephedrine (708 Knoll)	21	0ea		28				crystal mints glucose lemon barl	4 lb	10					10 qtr 9 qtr
	drops 100 mils tablets	20	0ea 0ea		26	0			menthol and eucalyptus BPC	5 lb	16	5ea			1	0 qtr
	Carters (10 )3 PP) little liver pllls 36	22	6ea 5	9	30			Dolete	Crookes (324 Crookes Cryogenine (49 AF)			ir all s 0	sizes 5	0	2	ρ
	little liver pllls 36 100 Cassandra (Weil) (960 ADP)	14 35	9	8	7½ 1 11½ 4				tablets, 0.25 gm Cuir de Russie (247 ( soap toilet	hanel)	20		5	2	3	0
	eau parfumee 2 oz 080 4 oz 081	9 16	6ea	<b>4</b> 8	7½ea19 0½ea33	6			bath talcum	6902		10 2ea	9	6 1ea	13	6
	8 oz 082 16 oz 083	26 46	3ea	12 22	9½ea52 6ea 92	6			Cumfy-Socks (1075 R Cussons (388 Cussons	1)	15	0		9	1 1	11
	perfume handbag 017 loz 016 loz 015	$\begin{array}{c} 7 \\ 14 \\ 26 \end{array}$	9ea 9ea 3ea	3 7 12	9ea 16 2ea 30 9}ea53	0			imperial leather ha	5480	14 19	0	6 1	10 6	2	6 3
	1 oz 014 2 oz 013	42 75	0ea 0ea	20 36	6ea 85	0			refill		10	6	5	3 1	1	9 7½
	handbag coffret SE "Secret de Venus" bath oil	15	9ea	7	8ea 32				Daranide (837 MSD)		9	0	2	3	1	3
	½ oz 060B 1 oz 061 2 oz 062	20 37 67	9ea 6ea 6ea	10 18	1ea <b>42</b> 3ea <b>75</b> 11ea <b>135</b>	0		Delata	tablets 50 mgm Dascote (1262 UL)	100 16 28	40	0ea		• •	60	0
	4 oz 063 bobine single 060	127 4	6ea 3ea	62	2ea 255 0 de a 8	0			Decadron (837 MSD) tablets enteric coat							
	bobines 12 060 Cassells (Dr.) (104 BP)	50	0ea	24	4 ½ea 10	2 0			0-5	mgm 100 500		$\begin{array}{ccc} 0 & \dots \\ 0 & \dots \end{array}$		 ,	99 471	9
	tablets	18 40	9		1				Deep (102 CB) treatn	tube	48	0	12	0	6	9
	electric blanket control with ncon				8 10				Delta-Butazolidin (50 tablets	150 500	$\frac{570}{1740}$	0 0		 :		3 †84AT8 6 †84AT8
	Geetherm (315 Crater) electric blanket control				29				Dento (219 Calvert) Dequadin (34 A & H)		10	8		8	1	5
	Celbenin (1393 BRL) vials 1 gm 5	65	0ea		97		rs		tulle $4 \times 4$ in.	10 36	44 89	$0 \dots 0$				6 1}
		$\frac{325}{1300}$	0ea 0ea		487 1950		rs rs		Desert Flower (1131 S dusting powder hand and body loti		77 44	0		6		6
	powders	15 31	$\frac{0}{2}$	3 7	9 1 9½ 4				dispenser purse perfume		92 70	6	45 34	1 2 5	16	6
		107 doz 6	0		9	3			spray cologne talcum powder	••	128 37	0	18	0	6	6
	table to	195 doz 1	20's d	oz 12		3			toilet water Dexten (70 Aspro) Dimyril (502 Genatos	250	70 210	0		2		6 3 †s4B
	tablets	15 31 170	0 2 2		$9\frac{1}{2}$ 4	11 0 6			linctus	2 oz 4 oz	29 50	0		8		3
te	60	doz 4	8's	doz 4	18's				Dinneford's (104 BP) Discord (876 MP)	magnesia ••	19 13	8 6	4 1 6	9		6 3
te	Check (665 JS) cream 271	14	0	3	5 2				Distaval (378 DCBL) tablets forte 100 m Distavone (378 DCBL	gm 1000	204	0ea		. 3	06	0 †s4B
	spray 269 Chesties (1215 Teasdale)	22 3	8 4		0 3 11 <del>1</del>	9 6			vet. vial	"75 mi	ls 46	6ea			69	6 †TSVPO
ile	5 lb  Chilton (257 Chilton)  Sportsman electric shaver				57	c			Distivit (378 DCBL) 20 elixir	4 oz	3	0ea				6
	Acculux rechargeable torch illuminated magnifier				42	6 0 4			1000 tablets Donnazyme (1071 Ro tablets		6 122	0ea 0		6	_	0 6½†s1s4A
	angle holder Accufiash				. 10	0			Dorothy Gray (385 De	500	1020				21	3 †s1s4A
	equipment bag for photoflas thread counter	sh		:	. 8	3			propelling eyeliner refill	••	$\frac{72}{27}$	$\begin{array}{c} 0 \\ 0 \end{array}$		$\frac{0}{6}$		0 6
	screen plate throat spatula kit with standental kit with stand		• •		. 12 . 15 . 13	6 0 6			Dulcolax (154 B) suppositories 10 mg	m 6 50	$\frac{25}{150}$	0 ···			3 18	1 ½ 9
	otoscope adaptor		••		. 113 . 16	4			tablets 5 mgm	200 30	47 25	6ea 0			71	3 1 ½
	reading lens				. 20	6				200 1000	130 51	0 6ea			16	3 3
	spy light spare bulb charging adaptor	::			. 28	11			Duromorph (718 LAB ampoules 1·1 mil	6	81	0			9	0 DD
	Chinchilla (Weil) (960 ADP) eau parfumee 2 oz 080	9	6ea	4	7 <del>1</del> ea19	6			Ekco (1377 Ekco) Ekcostat control						32	6
	4 oz 081 8 oz 082	$\frac{16}{26}$	6ea 3ea	$\frac{8}{12}$	0 lea 33 9 lea 52	6			Elastoplast (1155 S&N first aid dressings		11.4	0			13	3
	perfume handbag 017 ½ oz 016	46 7 14	3ea 9ea 9ea	22 3 7	6ea 92 9ea 16 2ea 30				$3 \times \frac{7}{8}$ in 100 waterproof $3 \times \frac{7}{8}$ in 100	11400 12400	114 114	0				3
	1 02 010 1 02 015 1 02 014	26 42		12	2ea 30 9½ea53 6ea 85	Ō			$\begin{array}{c} 3 \times \frac{1}{8} & \text{in} \\ 3 \times \frac{7}{8} & \text{in} \\ \end{array} 100$	14400	171					0
	handbag coffret 2 oz 013	75 15	0ea 9ca	36	6ea 150 8ea 32	0			Emir (350 Dana) perfume	trial	45	0		3		6
	"Secret de Venus" bath oil	20 37			1ea 42				toilet assa (8)	$^{129A}_{129V}$		3ea 6ea	5	1ea 2ea	21	6 0
	1 oz 061	31	6ea	18	3ea <b>75</b>				toilet soap (3)	508	6	0ea	1	6ea	10	U

					111.2 211000101	Ü		1 10, 17
	Enavid (1121 Searle)	91 000	40	c toAD	Goya (532 Goya)			
	tablets 10 mgm 20	31 0ea 69 10ea	104	6 †s4B 9 †s4B	perfume cologne spray aerosol 30	57 6	28 0	9 6
	Endoxana (1305 WB) 250	323 3ea		10 †s4B	eedar wood cologne for men pre-electric shave lotion	45 3 33 3	22 1 16 3	7 6 5 6
	tablets 50 mgm 50 250	22 0ea 100 0ea	150 0	0 †s1s4A 0 †s1s4A	Glycoids (1152 SK)	11 6 9 0	$\begin{array}{cc} 2 & 10 \\ 2 & 3 \end{array}$	1 6 1 3
	vials 100 mgm 10 200 mgm 10	40 0ea 53 4ea	60 80	0 †s1s4A 0 †s1s4A	Heath & Heather (588 H&H) dandelion coffee ½ lb	38 0 .		4 3
	Energen (421 Energen) low sugar jams	15 0			essence	68 0 . 34 0 .	: ::	7 6 3 9
	strawberry ½ lb	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	1 2	8	slippery elm food ½ lb 1 lb	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	: ::	2 2 4 3
	plum ½ lb	13 6 22 6	1 2	6	unmalted 1 lb	$\begin{array}{cccccccccccccccccccccccccccccccccccc$		7 6 4 3
	orange marmalade \frac{1}{2} lb	13 6	1 2	6	wholemcal malted 1 lb Helena Rubinstein (596 HR)	38 0 .		4 3
	Eno's (104 BP) Fruit Salt	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	3 5	0	liquid eye liner red sable brush			9 6 5 6
	Eskornade (1153 SKF) Spansule 30	128 0 32 0	18	8 †s7	Hemotabs (634 GH) 12 Hide-It (876 MP)	22 9 10 6	$   \begin{array}{ccc}     5 & 8\frac{1}{4} \\     2 & 7\frac{1}{2}   \end{array} $	3 0
	Essim (1158 Sodastream) squash		2	0	Humatin (938 PD) eapsules 16	40 0ea 243 1ea	::	60 0 TS 365 0 TS
	Fashion Style (631 Hudnut) soft casual 202	33 6 16 9	5	6	Hydratene (276 C&C) tablets 25	30 0		3 9 †
	very curly	53 6 26 9 33 6 16 9	8 5	9	Hosone (413 Lilly)	160 0	• • •	18 6 †
	for children	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	8 4	9 9	Pulvules 125 mgm 24 100	21 0ea 86 4ea	::	31 6 TS 129 6 TS
0.1.4.	Florentine ease1402	69 0 34 6	11	6 .	250  ingm . 12	417 0ea 20 4ea		625 6 TS 30 6 TS
Detete	Felicur (1107 SAGB) (distributors 973 Pharmethica	ıls)			100 500 Immac (655 ICC)	167 2ea 812 6ea	∷ 1	250 9 TS 1218 9 TS
	capsules				hair removing cream	44 2	22 1	7 0
	baby dusting powder cooling powders children's	14 6 3 7½	1 1		Infurno (232 Carter) massage eream 1½ oz	18 0	4 6	3 0
	5	45 0 11 3 gross gross		6	ice bowl	22 0ea	2 7ea	
	100	14 6 3 7½ 69 6 17 4½	1 1	11	I-So-Gel (34 A & H) 200 gm Jane Seymour (665 JS)	56 0	14 0	7 8
	little healers 36	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	3 1		wonder cream	$\begin{array}{ccc} 7 & 0 \\ 12 & 6 \end{array}$	$\begin{array}{ccc} 3 & 6 \\ 6 & 0 \end{array}$	1 2 2
	12	gross gross	1	2	Jeypeat (671 Jeyes) compound trial pack of 8	24 0 29 4		3 0 5 6
	Fibrenyle (461 FL) throat spray Flair (1355 Yardley) bath oil 4866	9 3 75 0 37 6		6	pack of 4 pack of 4 sack	29 4 27 4 24 0ea		10 3 36 0
	dusting powder 4809	93 0 46 6 69 0 34 6	15	6	Johnsons (672 Johnson) baby suds	17 3		1 11
	Cologne4884 4885 crystallised4870	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	21	0	Kodak (711 Kodak) Brownie Cresta 3 camera	292 0	73 0	42 7
	perfume	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	12	6	plastic ease . 925  Kristina (996 PR&D) rollaway	64 0 18 9ea	16 0	9 4 a 37 6
	1 oz	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	45	0	Kruschen (634 GH) salts	12 8	3 2 5 7½	1 8 2 11
	spray mist	$\begin{array}{cccccccccccccccccccccccccccccccccccc$		6 1 †s7	Ladye Jane (735 Laughton) eurlers 20/3	22 5 10 3	2 6	1 6
	20 oz 80 oz	100 0 30 0ea		†s7 †s7	hair pins 2 in 83/90	82 0 gross	20 6 gross	iŏ
	Floidam (900 Norton) lotion 3 oz	39 0 19 6		6	Ledermycin (746 Lederle) drops 10 mils	7 4ea		11 0 TS
	Floidam Tan (900 Norton)	66 0 33 0		0	syrup 2 oz 16 oz	10 10ea 78 0ea		16 3 TS 117 0 TS
	3 oz 5½ oz	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$		6 6	Lenilax (1152 SK) Lion (205 Burgess)	12 0	3 0	1 9
Delete	Formula 21 (539 Greenwood) Formula 21 (104 BP) 7-day	81 7		6	$\begin{array}{cccc} \text{ointment} & \dots & 1\frac{1}{3} \text{ oz} \\ & & 3 \text{ oz} \end{array}$	$\begin{array}{ccc} 15 & 0 \\ 33 & 0 \end{array}$	3 9 8 3	2 0 4 3
	Fracas (Piguet (1201 Supervite))	201 7		0	Lip-Slik (876 MP) Litto (1282 VB)	10 6	5 3	1 9
	bath oil $\frac{1}{3}$ oz Franocide (208 BW) vet	13 Oea 6 6er		9	Cremard ointment Patchoid lotion	$\begin{array}{ccc} 20 & 0 \\ 52 & 0 \end{array}$	$ \begin{array}{ccc} 5 & 0 \\ 13 & 0 \end{array} $	3 0 7 11
	injection 400 mils Freshman (876 MP)	225 0	25	o vso	Sebacoid lotion	23 8 38 8	5 11 9 8	3 5 5 9
	aftershave Gone Tan	21 0 10 6 33 0 16 6		6 6	special for dry hair	13 ± 22 0	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	2 4 4 0
	hairfix refill	15 0 7 6 7 6 3 9		<b>6</b> 3	standard for oily hair	38 8 13 4	19 4 6 8	6 10 2 4 4 0
	aerosol shampoo	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	2	6 6	Mintes colour restero	$\begin{array}{ccc} 22 & 0 \\ 38 & 8 \\ 22 & 0 \end{array}$	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	4 0 6 10 4 0
	sponge-on deodorant refill	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	2	6 0 .	Tintas colour restorer Magnoids (1152 SK)	12 0	$\begin{array}{ccc} 11 & 0 \\ 3 & 0 \end{array}$	1 9
	taleum Froidex (787 Macfarlan)	21 0 10 6		6	Margo's (798 Margolis) baby powder	$\begin{smallmatrix}7&2\\12&6\end{smallmatrix}$	$\begin{array}{ccc} 1 & 9\frac{1}{2} \\ 3 & 1\frac{1}{2} \end{array}$	1 3 2 0
	anti-freeze ½ gall 1 gall	$\begin{array}{cccccccccccccccccccccccccccccccccccc$		0 6	hair laequer spray bottle $2\frac{1}{2}$ oz	11 0	5 1 <sub>2</sub> 5 6	2 0
	Furamide (143 Boots) tablets 15	69 0 17 0		0	Mark Vardy (303 County) after shave lotion	51 0	25 6	8 0
	Fynnon (104 BP) balm	76 7ea 19 1 dea 25 10 6 5 de 25 10 6 5 de 25 de	3 8	0 5	cream foam shave deodorant Cologne	$\begin{array}{ccc} 62 & 8 \\ 55 & 10 \end{array}$	15 8 27 11	8 6 8 9
	Gamgee (1073 Robinson) tissue	23 4 5 10	3 (		pre-electrie shave lotion taleum puffer pack	55 10 48 0	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	8 9 7 6
	bluc label BPC 2 oz	7 3½lb 6 8¾lb	1 3 2 3 4 3	3	Maw's (810 Maw) lanoline cream tube 438.00	8 7	4 31/2	1 6
	8 oz 16 oz	6 4\{\}\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\	8 2	2	jar 438.01 baby pants	24 9	$12   4\frac{1}{2}$	4 6
	pink label NHS No. 3 2 oz 4 oz 8 oz	5 10 lb 5 3\dagger\dagger\begin{array}{ll} \dagger\dagg	1 9	•	nylon, lace covered, "Sunday" polythene feeder 4 oz 303.13	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	• • •	5 6 2 6
	Germolene (104 BP)	4 74lb 35 5 8 104	6 2	2	Mentholatum (836 Mentholatum) deep heat rub	50 0	12 6	6 9
	Germoloids (104 BP) Germoplast (104 BP)	23 4 5 10 7 10	3 0	)	Metamsustac (972 Pharmax)	4 1½ea		†s4B
	Gestanin (917 Organon)	15 8	1 9	)	250 15 mgm 30	31 0ea 4 10½ea		†s4B †s4B
	tablets 5 mgm 30 100	18 6ea 52 0ea	27 9 78 0	)	Metercal (826 MJ)	37 0ea 71 0	::	8 6 †s4B
	Glo (876 MP)	13 6 6 9 38 9	2 3	)	Miners (876 MP) hair lacquer	13 6	6 9	2 3
	Gon (1305 WB) tablets Gossamer (164 Brandt) eyelashes	27 0 60 0	3 0 7 6		refill lipstick	$\begin{array}{ccc} 7 & 6 \\ 9 & 0 \end{array}$	$\begin{array}{ccc} 3 & 9 \\ 4 & 6 \end{array}$	1 3

	limetick/poil languar dua	18 0	9	0 3	•		Powerte (1159 CIZE) to blots 50	1.1			05 4 1 47
	lipstick/nail lacquer duo mascara autobrush block	18 0 21 0 9' 0	10	6 3 6 1	0 6 6		Parnate (1153 SKF) tablets 50 500 Parstelin (1153 SKF)	$\begin{array}{c} 14 \\ 142 \end{array}$	1ea 0ea 3	3 7ea 5 6ea	25 1 †s4B †s4B
	nail lacquer	9 0 15 0		6 1 6 2 9 1	6		tablets 50	$\frac{20}{190}$	0ea .: 0ea 4	0ea	
	remover shadow combo	7 6 9 0	3	9 1 6 1	3		PAS (572 HC) sodium tablets			7 6ea	†s4B
	stick make-up	9 0		6 1	6		enteric coating 0.5 gm 500	$\frac{14}{27}$	10ea 9ea		19 9 37 0
	taleum Monastery (856 MH)	15 0		6 2	6		sugar/enteric coating 0.5 gm	15	0ea		20 0
	(distributors 634 GH) herbs	10 8	2	8 1	5		enteric coating 0.75 gm 500	28 19	0ea 9ea		37 4 26 4
	Morny (862 Morny)	24 7		13 3	3		Pasinah 6 PH (1303 Wander)	37	беа		50 0
	luxury mist Blue Carnation, Pink Lilae,						PAS sodium 1.67 gm+33.3 mgm INAH	9.4	1000		FO 2 TEC
	Sandalwood, French Fern, June Roses, Lily of the Valle	ey,					Penicillin-V (413 Lilly)	96	10ea 0ea	- :: •	52 3 TS 144 0 TS
	Gardenia size 1	40 0		15	0		potassium syrup 60 mils	5	0ea		7 6 TS
	Mum (1113 S&B) for men	$\begin{array}{ccc} 52 & 0 \\ 34 & 0 \end{array}$		0 5	6 6		Penotrane (1305 WB) pessaries	84	0		10 6 ‡
	Mysteclin F (1176 Squibb) paediatric10 mile	8 16		12	1½ TS		strong pessaries 15 100 Pethidine (394 Duncan)	$\frac{96}{480}$	$0 \dots 0$		10 6 ‡ 12 0 ‡ 60 0 ‡
	My Tan (467 Fleet)	s 12 0e	ea	18	0 TS		tablets, 25 ingm 100	38 168	0		4 9plslDD
	(distributors 128 Biometica) after shave lotion	90 0	45	0 15	0		50 mgm 100 500	72 330	0 0		21 OplsIDD 9 OplsIDD
	Neo-Medrone Veriderm (1263 U) 5 gm		ea		TS		Pethidine (1074 Roche) tablets 25 mgm 100	38	0		41 3plslDD 4 9p1slDD
	Neostol (49 AF) tablets 100 Neron (1274 VDL)	<b>1</b> 50 0		16	8 †s4A		50 mgm 100	168 72	0		4 9p1s1DD 21 0p1s1DD 9 0p1s1DD
,	plastic de luxe lampstand Theratherm infra red lamp			25 21	0 6 MC		Persomnia (70 Aspro)	330	ŏ		41 3p1s1DD
	Ultra Vitalux irradiator New-Skin (104 BP)	20 3		93	6 MC		tablets	$\frac{17}{35}$		$\frac{1}{8} \frac{5\frac{1}{2}}{11}$	2 6 5 0
	Nicotex (797 MSG) nicotine stain remover	22 0	11	0 = 3	6	Delete Delete	. 100 250		,	, 11	•
	Nikini (1073 Robinson) sanitary garment	60 0	3		11		Phensic (104 BP)	$\frac{15}{31}$		3 9 7 9 <del>1</del>	1 11 4 0
	pads 12 Nivea (1155 S&N)	11 3	• •	1	3		Phosferine (104 BP) liquid	15	0 ;		1 11
Delete Delete	suufilta cream sunspray oil aerosol		_				tablets	33 15		3 9	4 3 1 11
	Sunea sun filter creme 344 346	10 6 16 6	5 8	3 1 3 2	9		Phyllosan (104 BP)		0 10 8		4 3 9
	sun tan oil 343 Noir (Weil) (960 ADP)	70 0	35	0 11	5		Pifco (983 Pifco)	$\frac{55}{116}$	9		6 0 12 6
	eau parfumee 2 oz 080 4 oz 081 8 oz 082	$\begin{array}{ccc} 9 & 66 \\ 16 & 66 \\ 26 & 36 \end{array}$	ea 4 ea 8 ea 12	7½ea 19 0½ea 33 9½ea 52	6 6		infra-red lamp1020 vibratory massager 1056	$\frac{53}{47}$	3ea 13 7ea 11		84 0 75 0
	perfume handbag 017	46 36	ea 22 ea 3	6ea <b>92</b> 9ea <b>16</b>	6		Pin Quick (631 Hudnut) Placentubex (451 F&J)	$\frac{28}{195}$	2 1-	1	4 7 32 6
	‡ oz 016 ‡ oz 015	14 9€	ea 7	2ea 30 9½ea 53	0		Plastabook (1247 TDC) first aid dressings 2½ doz	50	0	· ·	2 6
	1 oz 014 2 oz 013	42 0€	ea 20	6ea 85 6ea 150	0		Platine (350 Dana) perfume trial	45		2 3	7 6
	handbag coffret SE "Secret de Venus" bath oil	15 96		8ea 32	0		120A 120V	6	0 22 3ea 3 6ea 3		
	½ oz 060B 1 oz 061	37 6€	ea 10 ea 18	1ea <b>42</b> 3ea <b>75</b>	0		Ponds (256 CPL) cold cream tube	12	8 6		2 0
	2 oz 062 4 oz 063	127 - 66	ea 62	11ea 135 2ea 255	0	Delete Delete	tube tube	10 15	6 5	3	1 8 2 6
	bobine single 060 bobines 12 060	4 3e 50 0e	ea 24	0½ea 8 4½ea 102	6		flowing cold cream vanishing cream tube	23 12		10	3 9 2 0
	Norvex (325 CRC) sanitary towels size 0			2	0	Delete Delete	tube tube	10 15	6 5	3	1 8 2 6
	$egin{array}{c} 1 \\ 2 \\ 3 \end{array}$	19 11 22 11 28 0		2 2 3	3 6 1		Pride (487 Furman) hair lacquer spray	21	6 16		3 9
	soluble			3	9		Primoids (1152 SK) Pro (721 LC) toothbrushes	9	0 2	3	1 3
	Nulon (1037 Reckitt) hand cream B	16 0	7	9} 2	6		adult child	$\frac{20}{12}$	$0 \dots 0$		2 6 1 6
	Nycets (992 P&C) pastilles Old Spice (1131 Shulton)	20 0	• •	2	6	Delete	Radian-A (1023 Radiol)				
	after shave lotion travel pack 371PM	43 0	21	0 7	6	Delete	3 oz 2 oz	37	0 9	3	4 11
	body talcum travel pack 393PM	<b>3</b> 5 0	17	1 6	2		Radiol (1023 Radiol) liniment horses and dogs				
	Pabalate (1071 Robins) tablets with hydrocortisone	2608 0	20.6	0 200	4 TS		gall 1 gall	35 65	0ea 8	3ea 1	03 0
	Padisha (Weil) (960 ADP)	2608 0	396	0 380	4 TS		leg wash powders 6 Redclo (1215 Teasdale) lozenges	26	0 6	6	3 6 p1
	ean parfumee 2 oz 080 4 oz 081 8 oz 082	16 66	ea 4 ea 8 ea 12	7½ea 19 0½ea 33 9½ea 52	6		linseed, licorice & chlorodyne 4 lb	$\frac{1}{2}$	8 8lb	5§ 9§lb	3 5 0
	16 oz 083 perfume handbag 017	46 36	ea 12 ea 22 ea 3	6ea 92 9ea 16	6		Roberts Windsor (1070 Windsor) Hi-White family pack 5050	154	0		1 3
	‡ oz 016 ½ oz 015	14 96		2ea 30 9½ea53	0		Robinson's (285 Colman)	gro	SS		
	1 oz 014 2 oz 013	42 0e 75 0e	ea 20 ea 36	6ea 85 6ea 150	0 -	Delete	Sicilian lemou juice 12½ oz 25 oz				
	handbag coffret SE "Secret de Venus" bath oil	15 9e	ea 7	8ea 32	Ō		Robinson's (285 Colman) high protein cereal	19	3		2 0
	½ oz 060B 1 oz 061	37 6€	ea 10 ea 18	1ea 42 3ea 75	0		Robitussin (1071 Robins) 80 oz	1080	0 270	0 1	57 6 †s4B
	2 oz 062 4 oz 063	127 66	ea 62	11ea 135 2ea 255	0			1695	Sea 413		
	bobines 12 060 bobines 12 060  Panets (1205 WP) tablets 16	50 De	ea 24	0 lea 8 4 lea 102			ever ready case	1580 80	2ea 385 8ea 19	8ea	140 8
	Panets (1305 WB) tablets 16 Papaverine (708 Knoll) tablets	18 9 2 6e	••	2	1			1344	2ea 356 0ea 327	7ea 2	343 9
	tablets 20 250 Parabal (1320 WP)	22 9e		30	4		ever ready case T camera with Tessar f/3.5 lens and meter	77 $1124$	4ea 18 8ea 274		134 10 961 2
	tablets 100	90 0 <b>33</b> 0 0	22 82	6 13 6 48	2 †s184A 2 †s184A		without meter ever ready case	959 75	4ea 233 8ea 18	10ea1	673 0
	Pargonyl (1087 Roussel) capsules 250 mgm 16	40 0e		60	0 TS	Delete Delete	camera with 2.8E2 Planar lens camera with 2.8E2 Xenotar len		200 10	oca	
							The state of the s				

Rolleiflex-Tele (637 Hunter)		8wandown (1218 HT)	
meter camera case	165 6ea 40 4ea <b>288 8</b> 95 0ea 23 2ea <b>165 8</b>	frio pack	12 4 6 2 <b>2 1</b>
Delete Sandosten (1098 Sandoz) all p Scholl's (Dr.) (1108 SMC)		sanitary towels, size 0 size 1	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
anti-pressure pad bath cubes pine (6)	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	size 2	21 6 <b>2 4</b> 25 3 <b>2 9</b>
heel grip (pair) Sheer Bliss (876 MP) Shussing (1122 Shursing)	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	Tabloid (208 BW)	31 3 3 5
Shurzine (1133 Shurzine) ointment Si Bon (150 Bourjois)	14 0 3 6 <b>2 0</b>	cyclobarbitone gr 3 100 500 1000	54 0 6 9 †s1s4A 226 0 28 3 †s1s4A 432 0 54 0 †s1s4A
bath crystals	83 0 41 6 <b>14 6</b> 34 8 17 4 <b>6 0</b>	5000 pethidine HCI 25 mgm 100	2120 0 265 0 †s1s4A
dusting powder9226 soap toilet (3)9227	77 0 38 6 <b>13 6</b>	500 50 mgm 100	168 0 4 9 †\$1DD 72 0 9 0 †\$1DD
talcum	37 2 18 7 <b>6 6</b>	500  Delete thyroid gr 1 500	$330 \ 0 \dots \ 41 \ 3 \ \mathbf{\uparrow} \mathbf{s1DD}$
suppositories 6 50		Tabu (350 Dana) perfumetrial	45 0 22 3 <b>7 6</b>
tablets		104A 104V	6 3ea 3 1ea 12 6 10 6ea 5 2ea 21 0
hair cream hair dressing	$egin{array}{cccccccccccccccccccccccccccccccccccc$	toilet soap (3) 500  Tace (838 MN) tablets 30	6 0ea 1 6ea 10 6 164 0 20 6 †84B
hair tonic	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	Tan (388 Cussons) 5481 Tanderil (501 Geigy)	504 0 63 0 †s4B 49 9 24 3 8 6
pure	28 8 14 4 4 6 79 10 39 11 12 6	tablets 100 mgm 50	14 0ea 3 6ea <b>24 6</b> †s1s4A 65 8ea 16 5ea <b>114 11</b> †s1s4A
8impkin's (1141 Simpkin) glucose pastilles		1000 Taractan (1074 Roche)	256 9ea 64 2½ea449 4 †s1s4A
blackcurrant and glycerin		ampoules 30 mgm 6 50	74 0 18 6 10 9½ 43 4ea 10 10ea <b>75 10</b>
glycerine, lemon and honey 2 oz		tablets 15 mgm 50	90 0 22 6 13 11 30 0ea 7 6ca 52 6
medicated pastilles antiseptic blackcurrant bronchial	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	Tetrazets (837 MSD) 12 Thermos (1226 Thermos) vacuum jars 607	36 0 4 6 †s7 28 3
Bronco-Pines	13 6 3 5 2 0 12 0 3 0 1 9	vacuum jars 607 608 620	28 3 96 1 47 6
Dilly Duckling	12 0 3 0 1 9 12 0 3 0 1 9	81 82	103 2
T.C.L. Skenna (1152 SK) pastilles	12 0 3 0 1 9 9 0 2 3 1 3	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	14 9 41 0
Skin Life (596 HR) mask Smith Kendon (1152 SK)	32 6	54 54Q	43 8
bismuth co., BPC	16 6 4 1 <b>2 3</b> 12 0 3 0 <b>1 9</b>	45 45Q	49 8
Brompton bronchial cinnamon	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	29 29Q 70	85 2 102 11 102 8
formalin formalin menthol and	12 0 3 0 1 9	Thoracin (769 LH) ointment	30 0 7 6 4 2
cinnamon	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	Thram (506 Gerhardt) trial Tofranil (501 Geigy)	76 0 9 6
iodised throat linseed, liquorice and	12 0 3 0 <b>1 9</b>	tablets 10 mgm 60 250	110 0 13 9 †s4B 430 0 53 9 †s4B
chlorodyne sulphur	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	25 mgm 50	1580 0 197 6 †s4B 185 0 23 1½†s4B
8mooth Touch (385 DG)	15 0 7 6 <b>2 6</b>	200 1000	710 0 88 9 †s4B 3300 0 412 6 †s4B
hand lotion	57 0 28 6 <b>9 6</b>	Tress (525 Golden) Trill (525 Golden) tube	10 0 5 0 1 8 15 0 7 6 2 6
3-ply hankies 16 <b>8pa</b> (1167 Spa) sets ladies	47 0 6 gross	Trivexin (208 BW) vet  100 mils  Delete 250 mils	450 0 <b>50 0</b>
Rosalind Sparkling Spa (450 Farthing)	65 6 16 <b>4 9 6</b>	Tycoon (705 Kirby) after shave lotion	32 0 16 0 <b>6 0</b>
formula 3 Spontex (1174 Sponcel)	21 0 5 3 <b>3 6</b>	deodorant hair dressing	32 0 16 0 <b>6 0</b> 32 0 16 0 <b>6 0</b>
car sponge ex/large C/2 Sporostacin (922 Ortho)	40 7 10 13 5 11	medicated shampoo pre-electric shave lotion	32 0 16 0 6 0 32 0 16 0 6 0
cream with applicator tube only	180 0 40 0 25 10 160 0 40 0 23 4	talcum powder presentation packs of	32 0 16 0 6 <b>0</b>
Sporti IV (645 Ilford) camera case Spree (955 Pepsodent)	342 0 86 0 <b>49 11</b> 120 0 30 0 <b>17 6</b>	Urelim (1305 WB) tablets 0.5 gm 100	68 0 34 0 <b>12 6</b> 26 0ea 6 6ea <b>45 6</b>
fruit squash sachet	29 3 <b>3</b> gross	tablets 0.5 gm 100 500 Uvistat (1305 WB)	116 8ea 29 2ea 204 2
Steiner (1188 Steiner) hand milk tube	21 0 10 6 3 6	cream 50 gm Valderma (343 DH)	60 0 15 0 8 9
Stelabid (1153 SKF) tablets 30	144 0 36 0 <b>21 0</b> †s4B	talcum powder Vaseline (256 CPL)	16 5 8 2½ <b>2 6</b>
Steradent (1037 Reckitt)	95 0ea 23 9ea 166 3 †s4B 28 0 6 10 3 9	wedicated shampoo Vecortenol (262 CIBA)	$28 \ 10$ 7 $2\frac{1}{2}$ 3 11 11 4ea 17 0 TSVPO
Sterispon (34 A&H) gelatin spor No. 2 $20 \times 10 \times 0.1$ cm 1 No. 4 $10 \times 10 \times 0.5$ cm 6	. 100 0 12 6	(vet) 100 mgm 4 mils 250 mgm 10 mils Veno's (104 BP)	11 4ea 17 0 TSVPO 25 10ea 38 9 TSVPO
Stratton (735 Laughton) Empress Lipview 277/EMB	46 4ea 69 9 21 0	cough mixture Viacutan (1305 WB) tulle 10	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
Streptotriad (971 P&MB) granules for 1½ oz	56 0 <b>7 0</b> pls4B	30 Delete 50	72 0 18 0 10 6
tablets	66 0 <b>8 3</b> pls4B 230 0 <b>28 9</b> pls4B	Villescon (154 B) liquid 4 oz Visa (Pignet (1201 Supervite))	58 0 14 6 <b>8</b> 5½
Styptol (708 Knoll) 500	1020 0 <b>127 6</b> p1s4B	bath oil 3 oz Warfarin (1305 WB)	13 Oea 6 6ea <b>26</b>
tablets 20 200 Sunset (1205 S & C)	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	sodium tablets 20 mgm 50  Wet and Set (220 CALG)  hair curling tissues	360 0 <b>45</b> 17 6 8 9 <b>2 11</b>
electric blankets Little Gem	44 2ea 10 9ea <b>72 9</b>	Yaxa (261 Christy) perfumed deodorant stick	19 6 9 9 3 3
Double Gem type SS	58 8ea 14 4ea <b>96 8</b> 53 5ea 13 0ea <b>88 0</b>	perfumed roll-on refill	27 0 13 6 4 6 21 0 10 6 3 6
DS D3	70 8ea 17 3ea <b>116 6</b> 73 2ea 17 10ea <b>120 6</b>	Yeast-Vite (104 BP)	15 0 3 9 1 11 33 0 8 3 4 3
$\begin{array}{cccc} \mathrm{VR1} & \dots & \dots \\ \mathrm{VR2} & \dots & \dots \\ \end{array}$	64 10ea 15 10ea <b>106 10</b> 87 8ea 21 5ea <b>144 5</b>	Zap (1070 Windsor) pumice soap 3000	56 10
VR3 HS/3 HD/3	90 1ea 22 0ea 148 6 83 4ea 20 4ea 137 4 105 2ea 25 8ca 173 2	Zenoids (1152 SK)	gross 12 0 3 0 <b>1 9</b>
HD/3 Suntax (324 Crookes) vet		zibeline (Weil) (960 ADP) eau parfumée 2 oz 080	9 6ea 4 7½ea19 6 16 6ea 8 0½ea33 6
100 mils	264 0 <b>33 0</b>	4 oz 081	TO Oca o Ozcass o

	8 oz	082	26	3ea	12	93ea52	6
	16 oz	083	46	3ea	22	6ea 92	6
perfume handbag		017	7	9ea	3	9ea 16	0
•	t oz	016	14	9ea	7	2ea 30	0
	½ oz	015	26	3ea	12	$9\frac{1}{2}ea53$	0
	1 oz	014	42	0ea	20	6ea 85	0
	2 oz	013	75	0ea	36	6ea 150	0
handbag coffret		$\mathbf{SE}$	15	9ea	7	8ea 32	0
diffusette	₹ oz	016D	17	6ea	8	6ea 35	0
	₹ oz	015D	29	0ea	14	2ea 58	0
refill	₹ oz	015R	26	0ea	12	8ea <b>52</b>	6
	4 oz	012	135	0ea	65	10ea <b>270</b>	0
de luxe bottle in			90	0ea	43	10ea 180	0
"Secret de Venus							
	₹ oz	060B	20	9ea	10	1ea 42	0
	1 oz	061	37	6ea	18	3ea 75	0
	2 oz	062	67	6ea	32	11ea135	0
	4 oz	063	127	6ea	62	2ea <b>255</b>	0
bobine	single	060	4	3ea	2	Ołea 8	6
bobines	12	060	50	0ea	24	4½ea102	0

#### AMENDMENTS TO KEY TO SUPPLIERS:

AMENDMENTS TO KEY TO SUPPLIERS:

(164 Brandt) = R. BRANDT & CO. (MANUFACTURING), LTD., 25
Sheldon Road, London, N.W.2. Gladstone 9757.

(220 CALG) = C.A.L.G. ENTERPRISES, LTD., 34 Upper Brook Street,
London, W.1. Hyde Park 0148.

(257 Chilton) = CHILTON ELECTRIC PRODUCTS, LTD., Hungerford,
Berks. Hungerford 237.

(315 Crater) = CRATER PRODUCTS, LTD., Lower Guildford Road,
Knaphill, Woking, Surrey. Brookwood 2571.

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Norwich 27101.

(385 DG) = DOROTHY GRAY, LTD., 565 Kingston Road, London, S.W.20
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(605 Hill's) = HILL'S PHARMACEUTICALS, LTD., Spring Bank Works, Nelson, Lancs. Nelson 65321.

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#### THIS WEEK'S CHANGES

NEW and altered entries notified for the first time. A = Advanced. R = Reduced.

Entries new this week are marked thus: — •

■ Ambre Solaire (525 Golden)

-	Allibre dolaire (525 di	Jiden)						_
	aerosol		91	0	45	6	15	0
• /	Anapolon (649 ICI)							
•	tablets 5 mgm	25	228	0			28	6
	tuoices o mam	100	840	-			105	ŏ
						٠.		
		500	340	0ea			510	0
	Benbows (506 Gerhard	t)						
	roundworm tablets	- /	15	0			1	9
		tion.	10	0			•	•
	super vitamin condi		_					_
	tablets	10	8	6			1	0
		30	21	0			2	6
	tapeworm tablets		15	0			1	9
		: .	10	0		٠.	•	•
	Body Mist (303 Count	y)						
	roll-on refill		23	4	11	-8	3	9
Ā	spray		23	4	11	8	3	9
41	spray		40			3	6	6
			40	6	20	3	0	0
	Bristow's (303 County)	)						
	star spray		80	0	40	-0	12	6
D 4				-		-		
R	Chlormytol (938 PD)							
	ointment 5 gm		68	0			8	6 TS
	15 gm		172	0			21	6 TS
R	Chloromycetin (938 PI	<i>n</i>	1.2	0		• •		• 15
20			7.00					• ma
	capsules 0.25 gm	12	162	0			20	3 TS
		100	107	2ea			160	9 TS
		500	519	4ea			779	0 TS
		1000	1034	10ea			1552	3 TS
	cream	tube	40	0			_5	0 TS
		jar	240	0			30	0 TS
	ear drops	5 mils	62	0			7	9 TS
		100 mils	63	0ca			94	6 TS
			05	oca				0 10
	endotonic compound	1	0.0					• 500
	cartridge		90	0			11	3 TS
	hydrocortisone opht	halmic						
		5 mils	84	0			10	6 TS
	ointment	tube	50	0			6	3 TS
						٠.		
	intramuscular	2  gm	134	$0 \dots$			16	9 TS
		$0.5  \mathrm{gm}$	180	0			22	6 TS
	ophthalmie 25 m	gm vial	42	0			5	3 TS
	Aplicaps 1%	50	76	0			9	6 TS
	Zapitotepo I /0	250				٠.	45	0 TS
	mala-it-t-		360	0				
	palmitate	$60  \mathrm{mils}$	122	0			15	3 TS
	pure	5 gm	244	0			30	6 TS
	-	25 gm	100	2ea			150	3 TS
		100 gm	373	Sea			560	6 TS
	Succinete							
	succinate	1 gm	130	0			16	3 TS
	suppositories	6	120	$0 \dots$			15	0 TS

	7								
	topical 5%	15 mils	84	0 =			10	6	TS
R	Cordex (1263 Upjohn		0.1	0 -				·	1.0
	tablets	100	7	7ea					TS
		500	29	6ea					TS
	forte	100	14	3ea					TS
		500	62	8ea					$\widetilde{\mathbf{T}}\widetilde{\mathbf{S}}$
A	Greme Simon (317 CS								7
	Nucia	jar	45	0	22	6	7	6	
	Evan Williams (437	EW)							
	skin cream		7	6	3	9	1	3	
			12	9	6	$4\frac{1}{2}$	2	2	
•	Flurymal (1107 SAGI								
	(distributors 973 P							_	PER CI
	pessaries	6	84	0			10	6	TS
_	For with (stop If the st	50	52	0ea			78	0	TS
Tivitate	Fru-vita (690 Keldon		28	9		• •	3	0	
Detete	Genozo (502 Genatosa	an) tooth-f	astc						
•	H.F. (AS & CO)		10	0	i)	0	-		
	after-shave lotion		18	0	- 8	6	3	6	
	brillianting		18 18	0	8		3	6	
	dondruff about no	• •	18	ŏ	4		3	3	
	bair aroam		18	0	8		3	6	
	nro-chovo		18	0	8	6	3	6	
R	bay rum brilliantine dandruff shampoo hair cream pre-shave  Mylodex 1 (195 Brook tablets	Parker)	10	0	0	O	3	o	
11	toblete	100	3	0ea					
4	tablets Pal (438 ER)	100	9	oca					
	razor set		47	8	11	11	6	10	
Delete	Pitressin (938 PD) an	noules 0:5	mil 1	00	11	11	٠		
370000	Pretty Quick (1240 To	kalon)	11111 1	00					
	(distributors 327 W								
	eye shadow	- /	6	6	3	3	1	0	
ă	mascara and pencil	sets	13	ŏ	6	6	ż	ŏ	
ă	Quantril (1248 Treven						_	-	
_	capsules	25	62	0			7	9	
R	Rastinon (621 Horlick	(s)					-	-	
	tablets	100	21	0ea					†s4B
		500	99	0ea					†s4B
	Selvigon (1153 SKF)								•
	syrup	3 oz	60	0	15	0	8	9	
	tamets	30	72	0	18	0	10	6	
-4	Simocitron (317 CS)		27	0	13	6	4	6	
	A - 11 1 (100 NOC)		42	0	21	0	7	0	
	Sparklets (183 BOC)		20-	0	10-	-	40-		
4	syphons De Luxe		867		105	8	105	0	
	Globemast		927		113	0	112	6	
	Hostmaste	r	618	0	75	4	75	0	
	Trio (285 Colman)		91	0			2	3	
-	fruit squash	 ! o m \	31	0		• •	3	3	
	Triotussic (1303 Wand		60	0	15	0	8	9	407
	syrup	4 oz 20 oz	256	0	64	ŏ	37		†s7 †s7
	tablets	50	64	0	16	ő	9		†s7
,	tanets	250	272	0	68	0	39		†s7
	Vanquin (938 PD)	200	ند و ند	9	00	U	33		194
_	suspension	1 oz	56	0	14	0	8	2	
	edspension	16 oz	720		180	ő	105	ō	
	Voltage (385 DG)	10.02	120	.,	100	U	.00	•	
_	bath essence		111	0	55	6	18	6	
	concentrate		126	ŏ	63	ŏ	21	ŏ	
	dusting powder		150	ŏ	75	ŏ	25	ŏ	
	perfume		315		157	6	52	6	
	Whisper (1326 Whispe							-	
	setting mist sachet		6	0	3	0	1	3	
	aerosol		33	ŏ	16	6	5	6	

#### AMENDMENTS TO KEY TO SUPPLIERS:

(183 BOC)=BRITISH OXYGEN CO., LTD., Sparklets Works, Queen Street, London, N.17. Tottenham 0881. (1248 Trevena)=TREVENA, LTD., 20 Grosvenor Place, London, S.W.1.

Sloane 0676. (1326 Whisper) = WHISPER COSMETICS, 175 Bow Road, London, E.3. Advance 5546.

#### NEW BOOKS

Bell's Sale of Food and Drugs (Service Volume-Issue No. 3)

JOHN O'KEEFE, B.SC. (ECON.), LL.B. Butterworth & Co. (Publishers), Ltd., 88 Kingsway, London, W.C.2. 9½ x  $6\frac{1}{4}$  in. Pp. 154, 25s.

This supplementary issue is prepared in loose-leaf form to this supplementary issue is prepared in toose-teat form to be incorporated in the main work. It brings the service up to date to June 1960, and, with the second service volume (see C. & D., February 20, p. 205) is necessary for those who use the main work and require to be kept up to date on all aspects of food and drugs legislation.

#### **Chemical Micromethods in Clinical Medicine**

R. H. WILKINSON. Blackwell Scientific Publications, Ltd., 24 Broad Street, Oxford.  $8\frac{1}{2} \times 5\frac{1}{2}$  in. Pp. 121. 40s.

THE book presents the experience gained at the Hospital for Sick Children, Great Ormond Street, London, even including a short note on the staff required to run the laboratory. Details are given of requests received per month for the main blood estimations. After dealing with the general technical aspects of micromethods, the author takes a series of tests, considers their clinical uses, then indicates reasons for choosing the adopted methods, ending with practical details of the various estimations.

#### NOTES ON NEW MEDICAMENTS

CELBLNIN.-Chemistry: 6-(2.6-di-Sodium' methoxy-benzamido) penicillanate monohydrate, derivative of 6-aminopenic llanic acid differing from earlier modifications of the penicillin molecule by its resistance to enzymatic breakdown by penicillinasc. Most cases of bacterial resistance to penicillin are not due to an insensitivity to penicallin per se, but to rapid hydrolysis and inactivation of penicillin by bacterial penicillinase. Celbenin, being virtually immune to such attack, is therefore therapeutically active against all resistant staphylococci. However, the compound is inactivated by acids and is not suitable for oral administration Phenoxymethyl-penicillin (Penicillin V), and phenoxypropionamido penicillin (Broxil) are derivatives that resist acid hydrolysis, and are therefore active orally. Their action resembles that of penicillin G, but unlike Celbenin they are not effective in resistant staphylococcal infections. Other antibiotics used in the treatment systemic staphylococcal infections include novobiocin (Albamycin, Biotexin, Cathomycin), kanamycin (Kannasyn), erythromyc n (Erythrocin, Ilotycin, Ilosone), oleandomycin (Rom cil), spiramycin (Rovamycin), ristocetin (Spont.n), vancomycin (Vancocin), the tetracycl.nes and chloramphenicol,

CLOREVAN,—Chemistry: β-dimethylaminoethyl-(p-chlor-α methyl-benzhydryl) ether hydrochloride (chlorphenoxamine), The compound is related to d phenhydramine and has similar antihistaminic, anticholinergic and neurophar-The latter are useful macological properties. therapeutically in reducing muscular rigidity characteristic of Parkinsonism — the mild cuphoric effects also reduce weakness. The action of chlorphenoxamine in reducing tremor effects is less powerful, but the drug can be used with other anti-Parkinson compounds to obtain adequate control, Chlorphenoxamine is well tolerated and side-effects are minimal, A variety of drugs have been used in the treatment of Parkinsonism, including benzhexol (Artané, Pipanol), benztropine (Cogentin), procyclidine (Kemadrin), ethopropazine (Lysivane), phenglutarimide (Aturbane), caramiphen (Parpanit) and many others.

CONOTRANE - Constituents: Phenylmercuric dinaphthylmethane disulphonate (Penotrane) and silicone M.S. 200. Penotrane is an organic mercurial antiseptic; such compounds, where the mercury is bound in an organic complex, are less irritating than the inorganic ionisable salts. The organic mercurials are also more effective, being active even in high dilution and having both antibacterial and antifungal properties. Silicones arc water-repellant compounds having a basic structure of alternate atoms of silicone and oxygen, with organic groups such as methyl or phenyl attached to the slicone atoms. By varying the groups and degree of polymerisation, compounds of ditferent properties can be produced. ranging from mobile liquids to wax-like solids. An organic mercurial antiseptic is also present in Merthiolate cream, Calped cream and Aeroped cream. S.licones are constituents of Siopel cream. cream, silicone Vasogen and Rikospray silicone.

DECASPRAY.—Constituents: Dexamethasone and neomycin, as an aerosol spray. Dexamethasone, or 16 methyl-9- $\alpha$ -fluoroprednisolone, is one of the more powerful corticosteroids used systemically, and has a potent anti-inflammatory action when applied locally. Neomycin controls or prevents any established or secondary infection. It has the advantages of a low index of sensitisation and a wide range of activity. The spray pack permits the aseptic application of the product. Spray packs formulated on similar therapeutic lines include Terracortril (hydrocort.sone and oxytetracycline), and Cortril with neomycin. Lotions containing similar analagous constituents are represented by Codelsol (predn.solone phosphate and neomycin), Framycort (hydrocortisone and framycetin), Neocortef (hydrocortisone with neomycin), and Efcortelan-N (hydrocortisone with neomycin) and Cortisporin (hydrocortisone, polymyxin and neomycin).

DIMYRIL. — Chemistry: δ-dimethylamino-α-iso-

propyl-α-phenyl valeronitrile citrate, The substance has a specific effect on the cough centre of the brain, by raising the threshold of response to cough stimuli. The compound is more effective than codeine and less toxic. Other cough-centre depressants include pholocodine, present in Copholco, Ethnine, Hewfolco and Memine; and narcotine (noscopine), used in Nicolane and Coscopine, Becantyl, Detigon, Pectamol, Romilar, Sedulon and Toclase contain various cough-centre depressants.

FURAMIDE.—Chemistry: Dichlorocet-4-hydroxy-N-methyl-anilide furoate (diloxanide furoate). The substance is a synthetic amoebicide, active against both the cyst.c and trophozoite forms of the parasite Entamæba histolytica, and most effective in intestinal amorbiasis. The earlier compound diloxanide active chiefly against basic (Entamide) the cystic was forms. Other drugs used in the treatment of intestinal ameebiasis include di-iodohydroxyquinoline (Savorquin, Diodoquin), paromomycin (Humatin, Pargonyl), emetine bismuth iod de and the tetracyclines, Compounds of the chloroquine type are used in the treatment of amæbic hepatitis and liver abscess, and are of little or no value in the intestinal forms of the disease

HYDRATENE.—Chemistry: An association of chloral hydrate and paracetamol. The hypnotic action of chloral is well known, but the drug is not suitable for administration as tablets. Further, in common with other simple hypnotics, it is of little value in insomnia due to pain. Paracetamol is the analgesic metabolite of phenacetin, and when linked with chloral hydrate as a complex the product has a wider range of activity and can be prepared in tablet form, Welldorm is a combination of chloral hydrate and phenazone, also for oral use as a tablet, Paracetamol is a constituent of many analgesic preparations and in Parafon it is present with chlorzoxazone, a skeletal muscle relaxant.

PARNATE.—Chemistry: Trans-d1-2-phenylcyclopropylamine sulphate (tranylcypromine). A
numoer of new drugs now being used in the
treatment of depression have the effect of
inhibiting the action of the enzyme monoamine oxidase in the brain. The enzyme is
concerned with the breakdown of scrotonin
and other catechol amines; prevention of that
breakdown, with consequent rise in amine
levels, is considered to be the basis of the
antidepressant action of monoamine inhibitors;
Most of those compounds, such as pheniprazine (Cavodil), phenelzine (Nardil), nialamide
(Niamid) and isocarboxazid (Marplan) are
derivatives of hydrazine, but Parnate is a derivative of cyclopropylamine.

PARSIELIN. — Constituents: Tranylcypromine and trifluoperazine. The former is a monoam.ne oxidase mhibitor but, unlike associated anti-depressant compounds, it is not a derivative of hydrazine, Trifluoperazine is a tranqu.lliser of the promazine group, but the potency is higher and the dose correspondingly. Iower than that of other phenothiazine-derived

compounds. Trifluoperazine (Stelazine) is present with isopropamide in Stelabid, and with dexamphetamine in Steladex. Tranylcypromine is available as Parnate.

STELABID.—Constituents: Trifluoperazine and isopropamide. Trifluoperazine is a powerful and selective compound belonging to the phenothiazine group of tranquillisers and its high potency is reflected in the low dose. Phenothiazine tranquillisers are free from the inherent disadvantages of the depressant sedatives and their therapeutic value is correspondingly increased. Isopropamide, being an anticholinergic drug, inhibits the activity of the parasympathetic nerve system generally and gastro-intestinal tract in particular. The combination of drugs present in Stelabid per-mits efficient treatment of the cause and effects of stress-associated gastro-intestinal disorders. Probanthine with Dartalan is formulated on similar lines and contains propantheline and thiopropazate. Bardase, Belladenal, Collubarb, Donnatal and Neuro-trasent.n are examples of preparations containing phenobarbitone and atropine or other anticholinergic compounds.

STELADEX Spansules, — Constituents: Trifluoperazine and dexamphetamine in a long-acting form. The preparation contains both an appetite depressant and a tranquillising drug of the promazine type, Such a combination affords a control of the stress and emotional factors which frequently complicate the treatment of over-weight patients, Drinamyl Spansules contain amylobarbitone and dexamphetamine in a sustained release presentation; dexamphetamine alone in a long-acting form is available as Dexedrine Spansules and Dexten.

URELIM.—Chemistry: p-carboxybenzenesulphon-diethylamide, It has the property of increasing uric acid excretion. Uric acid is the end-product of nuclein metabolism and normally most of it is filtered from the blood by the glomeruli of the kidneys, although much is re-absorbed by the tubules. Urelim suppresses that re-absorption, and in consequence the urinary excretion of urates is increased, A similar action is exerted by the chemically related compound probenecid (Benemid) and also by sulphinpyrazone (Anturan), a pyrozole compound.

UVISTAT.—Chemistry: 2-hydroxy-4-methoxy-4/-methyl-benzophenone. A number of benzophenone compounds have the ability to absorb ultra-violet light but the degree and range of absorption may vary, Uvistat contains a derivative that absorbs not only the fraction of ultraviolet light responsible for normal sunburn, but also those fractions of longer wave-lengths that cause or acerbate photodermatitis and related conditions. Para-ammobenzoic acid and some of its esters such as benzocaine also absorb ultra-violet light, but the capacity is usually limited to the rays in the sunburn region. Salol (phenyl salicylate) and aesculin have been used in the past in sunburn preparations, and other and more recent forms of treatment include creams and lotions containing antihistamines and other constituents as exemplified by Histofax and Caladryl.

#### **CONTEMPORARY THEMES**

Subjects of contributions in current medical and technical periodicals.

DISINFECTION OF THE SKIN of operation sites, Brit. med. J., October 8.

HYDROFLUMETHIAZIDE DIORESIS in Hospitalised pat ents, Br.t. med. J., October 8.

BRETYLLOM AND GUANETHIDINE, some pharmacological actions of, Lancet, October 8.

BRETYLLOM TOSYLATE, muscle weakness caused

by, Lancet, October 8.

ASIAN INFLUENZA-VIRUS INFECTION, protection of mice against by a normal horse-serum inhibi-

tor, Lancet, October 8.
Monoamne Oxidase, inhibition of by an agent
with sedative properties, Science, September 6.
Protective oinfments, investigation and develop-

ment of, J. Amer. pharm. Ass., September. VARIOUS BARBITURIC ACIDS, correlation of the distribution coefficients of, J. Amer. pharm. Ass., September.

GLOCOSE, a kinetic-study of its degradation in

acid solution, J. Amer. pharm. Ass., September.

THEOPHYLLINE PREPARATIONS, a comparative study of, J. Amer. pharm. Ass., September.

Physical Defendation of Medicaments.

PHYSI.AL DETERIORATION OF MED.CAMENTS, Amer. J. of hosp. Pharm., September 9.

OPHTHALMIC SOLUTIONS, equipment and techniques for sterile dispensing of, Amer. J. of hosp. Pharm., September 9.

PAUL EHRLICH and chemotherapy, Amer. J. of hosp. Pharm., September 9.

CALAMINE LOTION; its place in cosmetics and medicine, Amer, Perf., September.

OL:GODYNAMIC SILVER and its compounds as used in cosmetics, *Amer. Perf.*, September.

FORMULATION of a sun-protective make-up base, Amer. Perf., September.

TETANUS PROPHYLAXIS, J. Amer. med. Ass., September 3.

# Stabilised Aluminium Hydroxide

A special form of Aluminium Hydroxide with high and rapid neutralising properties.

Compared with normal dried Aluminium Hydroxide Gel, the material shows marked stability, both on tabletting and ageing.

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0.5 G. in 200 ml. N/20 Hydrochloric Acid at 37°C. raises the pH to 3.0 within 5 to 10 minutes.

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VITAMIN B, 4 mg.

VITAMIN C 80 mg.

Purified Glucose B.P. 25% W/V

Basic price to N.H.S. 6 fl. oz. 2/6 40 fl. oz. 16/-Retail price 6 fl. oz. 3/9, 40 fl. ozs. 24/- VITAVEL SYRUP is just about the most effective vitamin supplement you can offer your customers. VITAVEL SYRUP has vitamins A, B, C and D with a delicious orange-plus-glucose base. VITAVEL SYRUP is invaluable for convalescents and those suffering from general debility. And everyone likes its delicious flavour. Customers come back for VITAVEL SYRUP — again and again.

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#### TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, OCTOBER 12: With the strike of tally men in the London docks now entering its fourth week, imports and exports of all goods are badly held up, and the number of commodities becoming scarce on the spot is rapidly mounting.

SPICES were a dull market during the week, except for PEPPER; white Sarawak was lower for shipment, but spot material remained firm because of the difficulties in replacement brought on by the strike. African GINGER was lower for shipment by 5s. per cwt., but Madras TURMERIC was fractionally dearer. Among Aromatic seeps Indian Celery was dearer by 2s, 6d, per cwt. for shipment, while Moroccan Corlander advanced 15s, on the spot. Indian CUMIN and FENNEL were both slightly easier. English Mustard was in short supply. GUM ACACIA for prompt shipment was 3s. lower per cwt., while new crop quotations eased one shilling.
In ESSENTIAL OILS Ceylon CITRON-

ELLA was down by three-halfpence on the spot, the Formosan falling by an equal amount. Spot quotations for LEMONGRASS were nominal because of the tight position, but offers for shipment were down fourpence-halfpenny per lb. The firm tone of American PEPPERMINT affected the Brazilian quotations, spot being advanced by six-pence per lb. and shipment by threepence. Sandalwood maintained its recently advanced levels. There were no changes reported among PHARMACEUTI-CAL and FINE CHEMICALS.

#### **Pharmaceutical Chemicals**

ADRENALINE. — (Per gm.). Synthetic B.P. 1-kilo lots, 11d.; 500 gm., 1s. 1d. acid tartrate, B.P. 1 kilo, 7½d.; 500 gm. 9d.

ALOIN. - Micro-crystalline, 14-lb. lots, 31s. 6d. per lb.

Antimony salts.—Chloride sol., B.P.C., 1934, carboys, 2s.  $6\frac{1}{2}$ d. lb.; oxide, B.P.C., 3s. lb. One-cwt. lots. Potassium tartrate, 7s. 6d. per lb.; sodium tartrate,

ASPIRIN. — 5-cwt. lots (in kegs), 4s. 9d. er lb.; 1-cwt., 4s. 11d. CALCIUM SALT, 12s. 6d. per lb.

BARIUM SULPHATE. - B.P., 250-kilo lots, 3s.  $3\frac{1}{2}$ d. per kilo.

BENTONITE.—B.P. about £770 per ton.

BENZOIC ACID.—One cwt., 2s.  $11\frac{1}{2}$ d. per lb.; and SODIUM SALT, 2s.  $9\frac{1}{2}$ d. per lb.

BISMUTH SALTS. - Prices (per lb.) iii packages over 2-lb.:-

	28 lb. to 1 cwt.	1 cwt.	5 cwt.
CARBONATE	s. d.	s. d.	s. d.
	20 6	20 0	19 6
	20 3	19 9	19 3
SUBGALLATE	19 9	19 3	18 9
	18 6	18 0	17 6

BRUCINE. Brucine. — Alkaloid and Sulphate 100-oz. lots, 10s. 6d. per oz.

CAFFEINE.—ANHYDROUS, less than 50-kilo lots, 35s. per kilo; monohydrate, b.p., 34s.; citrate, 26s. kilo.

CHINIOPHON.—B.P. 1948, 67s. per kilo; 50-kilo lots, 62s. 6d. per kilo. The sodium derivative (B.P. 1953), 99s. 4d. and 92s. 9d. for the same quantities.

CHLORAL HYDRATE. — One-cwt. lots. 4s. 6d. per 1b.

CHLOROCRESOL.—Pharmaceutical quality, 7s. 5d. per lb. (1-cwt. lots).

CINCHOPHEN.—One-cwt, lots 21s. per lb.

CITRATES.—Per lb.:

	1 cwt.	5 cwt.
SODIUM† POTASSIUM† IRON AND AMMONIUM*	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	s, d, 2 71 2 10 3 6

Powder 3d. per lb. more, \*Scales 10d. per lb.

CITRIC ACID. — Domestic material (in kegs) per cwt. 1–4-cwt. lots, 220s. per cwt. 5-cwt., 216s. In paper bags, 5-cwt. lots are

CREAM OF TARTAR.—Home trade:—1-ton lots, 241s. per cwt.; 10-cwt., 242s.; 5-9-cwt., 243s.; 2-4 cwt., 244s.; 1-cwt., 245s. (If supplied in bags deduct 5s.)

Dextrose. — In bulk, Monohydraie £76 per 13n, delivered; ANHYDROUS, £115 per ton.

Ergometrine.—Maleate, B.P., 270s. per gm.

GUAIACOLS. — LIQUID B.P.C., 16s. per lb for 1-cwt. lots; CRYSTALS, 15s. 9d.; CARBONATE, 18s.

HYDROCYANIC ACID.—Dilute B.P.C., from 3s. 2d. to 4s. per litre, as to quantity; Scheeles from 3s. 10d. to 4s. 9d.

IRON SALTS.—GLUCONATE, B.P.C., 6s. 3d. per lb. in 1-cwt. lots; SULPHATE, B.P., crystals, 9\darksquare, per lb. in 28-lb. lots; 1-cwt., 57s. 6d. per cwt., 5-cwt., 52s. 6d. per cwt.; SULPHATE EXSICCATED, 1s. 5d. per lb. for 28-lb., 1-cwt., 123s.; 5-cwt., 113s. per cwt., 1-cwt. fibrc kegs free. O'ther packages extra. Phosphate, B.P.C., 28-lb., 3s. 6d per lb.; 1-cwt., 3s. 3d. Phosphate, saccharated, B.P.C., 28-lb. lots are 3s. 9d. per lb.; 1-cwt., 3s. 6d. Oxide Red Precipitated, B.P.C., 1949, 1-cwt. 2s. 1d. per lb.; Carbonate. Saccharated, B.P.C., 1949, 28-lb., 3s. 3d.; 1-cwt., 3s. Ammonium citrate, seales 3s. 6d. per lb. (5-cwt. lots). Ammonium sulphate, 1-cwt., 1s. 10d. per lb. Quinine citrate, 2s. 1d. per oz. in 100-oz. tin. 1ron salts.—Gluconate, B.P.C., 6s. 3d. 100-oz. tin.

Lacrose. — B.P., in 1-ton lots packed in 1-cwt. paper-lined sacks, £129 10s. per ton, delivered in the United Kingdom.

Метноім —В.Р., 120s. per lb.

METHYL SALICYLATE.—Five-ton lots, 3s. per lb.; 1-ton, 3s. 0½d.; 10-cwt., 3s. 1d.; 5-cwt., 3s. 2d.; 1-cwt., 3s. 3d.

PARAFFINS. — Prices to wholesale distributors are: — Liquid: HEAVY, B.P., £102 2s. 6d. per ton; LIGHT B.P., £84; Technical White oils, £75 10s. for the LIGHT and £89 for the MEDIUM. All in 40–50 gall. returnable loaned drums, delivered U.K. Soft: WHITE, medium consistency is £110 15s. per ton and soft consistency £107 7s. 6d. Yellow, £88 10s., all B.P., in non-returnable drums delivered. all B.P., in non-returnable drums delivered.

Phosphoric acids. — B.P. (s.g. 1-750) is from 1s. 4d. to 1s. 8d. per lb. as to quantity. B.P. 1914, 1s. 2d. to 1s. 6d. per the Hypophosphorous, B.P.C., in winchesters is from 7s. 5d. to 8s. 6d. per lb., as to quantity; drums, 7s. per lb.; 50 per cent. acid, drums, 8s. 9d.

SACCHARIN.—B.P.C. powder. One lb. and over, 99s. 10d. per lb.; SODIUM SALT. 80s. 10d. per lb. Prices include duty and

Salicylamide.—One-cwt., 6s. 3d. per lb.; 5-cwt., 5s. 11d.

SALICYLIC ACID.—One-cwt., 3s. 2½d. per lb.; 5-cwt., 3s. 0½d. per lb.

SANTONIN.—5-kilo lots, 400s. per kilo

(11s. 4d. per oz.).

SILVER SALTS. — PROTEIN, 1-cwt. lots, 8 per cent., 36s. 3d. per lb.; VITELLIN, 68s. 6d.

TEREBENE.—One-carboy lots, 4s. 5d. per lb.

TEREBINTH.—B.P., 2s. 3d. per lb.

Terpineol. — B.P. from 3s. to 3s. 6d. per 1b. as to quantity.

TERPIN HYDRATE.—From 6s. per lb. upwards as to quantity.

THEOPHYLLINE. -50-kilo lots: ALKALOID ANHYDROUS, 33s. per kilo and B.P., 31s. 9d. and 12½ kilos, 32s. 6d.; AMINOPHYLLINE, 31s. 6d. per kilo; 12½ kilos, 32s. 6d. per

THIOUREA.—Technical grade, 1-cwt. lots, 3s.  $1\frac{1}{2}$ d. pcr lb.; 10 cwt., 2s.  $9\frac{1}{2}$ d. per lb. THYMOL. — One-cwt. lots, 14s. 3d. per 1b.

UREA.—Pharmaceutical grade, £60 10s. per ton in 1-cwt, bags non-returnable; technical quality, £42 per ton (4-ton lots).

#### Alcohol

British spirit per proof gall .:-

BRITISH SPIRIT per proof gall.:—

Ethyl Alcohol: (95 per cent, Gay Lussac, 66 o.p.); where the number of proof gall, taken over any one year ended March 31 is 300,000 or over 3s. 10\frac{1}{3}d.; 200,000 to 300,000, 3s. 10\frac{1}{3}d.; 100,000 and less than 200,000, 3s. 11\frac{1}{3}d.; 10,000 and less than 100,000, 3s. 11\frac{1}{3}d.; 2,500 and less than 10,000, 4s. 0\frac{1}{3}d.; 2,500 and less than 10,000, 4s. 0\frac{1}{3}d.; 2,500 and less than 10,000, 4s. 0\frac{1}{3}d. Trices are exclusive of duty and are for tank wagon lots. In 40-gall, drums there is a surcharge of two-pence per proof gall.

Absolute Alcohol 95:5 per cent 74:5

pence per proof gall.

Absolute Alcohol, 95·5 per cent., 74·5 o.p., from 4s. 2¼d. to 4s. 4¼d. for same quantities; the special high strength (99·9 per cent., 75·2 o.p.) from 4s. 4¼d. to 4s. 6¼d. Doubly Rectified Alcohol (S.V.R.) 95·8 per cent., 68 o.p., from 4s. 0¼d. to 4s. 2¼d.; and P.I. Rectified Alcohol, 96·1 per cent., 68·5 o.p., 4s. 1¼d. to 4s. 3¼d. R. R. Absolute Alcohol (re-rectified), 99·7 per cent., 75 o.p.), 14s. 6d. per bulk gall. net.

Duty is £10.12s. 4d. per proof gall.

Duty is £10 12s. 4d. per proof gall.

#### Methylated Spirit

METHYLATORS' rates per bulk gall. in Great Britain are as follows:

Industrial Methylated spirit: Strength 61 o.p., 500 gall. and over, 5s. 8½d.; 100 gall. and under 500 gall., 5s. 11½d.; 40 gall. and under 100 gall., 6s. 3d.; 10 gall. and under 40 gall., 6s. 8½d.; 5 gall. and under 10 gall., 7s. 2d. Strength 64 o.p., ‡d. per gall.; 66 o.p. (B.P.), 1d.; 68 o.p., 3½d. more than the above rates with 74 o.p. at 6s. 6d.; 6s. 9d.; 7s. 0½d.; 7s. 6d. and 7s. 1½d. for similar quantities. Tank wagon delivery is 2d. per gall. off list price—minimum, 500 gall. For industrial methylated spirit of standard toilet quality prices are from standard toilet quality prices are from 7s. 0d. (tank wagon) for 500 gall. to 8s. 7\dagged. for 5-10 gall. (in drums) for 64 o.p.

Pyridinised industrial methylated spirit: Pyridinised industrial methylated spirit: Strength 66 o.p., 500 gall. and over, tank wagon delivery, 5s. 11d.; 100 gall. and under 500 gall. (in drums), 6s. 4d.; 40 gall. and under 100 gall., 6s. 7½d.; 10 gall. and under 40 gall., 7s. 1d.; 5 gall. and under 10 gall., 7s. 6½d.

Mineralised methylated spirit: Strength 64 o.p. in one delivery, 100 gall. and under 500 gall., 6s. 4d.: 40 gall. and under 100 gall., 6s. 7\frac{1}{2}d.; 10 gall. and under 40 gall., 7s. 1d.; 5 gall. and under 10 gall., 7s. 64. gall., 7s 7s. 6½d.

Terms:—Deliveries free and carriage paid on returned empties; net cash.

#### Crude Drugs

ACONITE. - Spot: Spanish napellus, 2s. 6d. per lb.

ALOES.—Cape primes, spot, 180s. per cwt., extra quality 185s. quoted: shipment, Port Elizabeth, 175s., c.i.f. Curaçao, spot, 480s.; shipment, 440s., c.i.f.

BALSAMS.—Per lb.; CANADA: Spot, 22s. for paper-filtered. COPAIBA: Spot, 7s. to 10s., duty paid as to source. PERU: Spot, 9s. in bond. Tolu (genuine as imported): 21s. B.P., 12s. 6d. per lb.

BUCHU. — Scarce. Spot rounds, 1960 crop, 5s. per lb.; 1959 crop, 4s. 3d. to 4s 6d.

Calamus.—Root, 1s. 2d. per lb., c.i.f. CAPSICUMS.—Chinese, 155s., duty paid; East African, off-stalk, 175s. to 220s. as

CARDAMOMS. — Aleppy greens, spot, 14s. 9d. per lb.; prompt shipment, 13s.  $7\frac{1}{2}$ d. per lb., c.i.f. Seeds, shipment, 21s. 6d., c.i.f.

CASSIA. — Fistula, 115s. per cwt., spot; lignea, 380s., duty paid.

CHERRY BARK. — Thin natural, 1s. 11d. per lb.; rossed, 2s. 6d., nominal.

CHILLIES. - Nigerian, 190s. per cwt.; Zanzibar, 360s., Mombasa, 350s. per cwt. CINNAMON QUILLS.—Shipment (c.i.f., per lb.) 4 O's, 5s. 8d.; 3 O's, 5s. 5d.; O, 5s.  $0\frac{1}{2}$ d.; quillings, 3s.  $3\frac{1}{2}$ d.; featherings, 1s. 8d.

CLOVES.—Zanzibar spot, 2s. 9d. per lb.; shipment, 2s. 6<sup>1</sup>/<sub>4</sub>d., c.i.f.

COCHINEAL.—Black-brilliant, 12s. 3d. per lb., spot; Peruvian silver-grey. 4s. 6d.

Cocillana. — Bark, 2s. per lb., spot; 1s. 8d., c.i.f.

COLOCYNTH PULP.—Spot, 2s. to 2s. 6d. per lb. as to quality.

DIGITALIS. — Purpurea for shipment, 11d. to 2s. 4d. per lb., c.i.f., as to test.

ELEMI.—Spot, 2s. 6d. per lb. nominal. Shipment, not offering.

Ergot.—Portuguese nominally 12s. 0d. per lb., c.i.f., for prompt shipment; spot, 9s. 6d.

Frangula.—Spot, 105s. per cwt.

GENTIAN.—Spot: French, 155s. per cwt. GINGER. — African, spot, 230s. and 215s., c.i.f. Jamacan No. 3, spot, 205s.; shipment, 197s. 6d., c.i.f. Cochin, shipment, new crop, 155s., c.i.f.; spot 180s. (per cwt.).

GUM ACACIA. — Kordofan cleaned sorts, 167s. 6d. per cwt., spot; October–November shipment, 153s., new crop, December– January, 150s. (both c.i.f.).

HENNA.—Indian, spot, 95s. per cwt.; new crop, November-December shipment, 62s. 6d., c.i.f.

IPECACUANHA. — For shipment. c.i.f., per lb.—Colombian, 52s. 6d.; Costa Rican, 68s. 6d.; Nicaraguan, 66s. 6d. Spot: Matto Grosso, 53s. 9d.; Colombian, 55s. 6d.

JUNIPER BERRIES.—Italian, 90s. per cwt.; German, 145s.

KARAYA. — No. 1 gum, spot 325s. per cwt. nominal; No. 2, 225s.

Kola Nuts. — Jamaican for shipment. 7d. per lb., c.i.f. African,  $5\frac{1}{2}$ d. spot and

Lanolin. — Anhydrous, B.P., is from 170s. to 175s. per cwt. in 1-ton lots and hydrous, B.P., 150s., free drums, delivered.

LEMON PEEL.—Spot, 2s. 6d. per lb. Linseed.—Whole, 75s. to 80s. per cwt.; crushed. 110s.

LIQUORICE. — Natural root: Persian on the spot, 45s. per cwt. and Anatolian decorticated, 165s. Block juice: Anatolian from 190s. per cwt.; Italian stick from 310s. to 470s. per cwt.

MACE. — Whole pale blade, 23s, 6d. per lb. spot.

MENTHOL. — Chinese: market nominal. Brazilian, 58s., in bond; 58s., c.i.f.; Formosan, 57s. 6d., duty paid (55s. in bond).

MERCURY. — About £69 per flask of 76 lb.

NUTMEGS. — West Indian 80's 12s. per o., spot; sound unassorted, 9s. 6d.; lb., spot; s defectives, 7s.

NUX VOMICA.—Spot, 125s., cwt.; shipment, 105s., c.i.f.

Orange Peel. — Spot: Sweet ribbon, 2s. per lb.; bitter quarters: West Indian, 11d.; Spanish, 1s. 7d.; bitter ribbon, 1s. 6d.

Orris root.—Florentine, 350s. per cwt.

Papain. — Tanganyikan, 11s. per lb., c.i.f., for grade one. Spot, 12s. Ceylon all grades nominal.

PEPPER.—White Sarawak, spot, 5s. 4d. per lb.; shipment lower at 4s. 5d., c.i.f. Black Sarawak spot, 3s. 10½d. Shipment, 3s. 1d., c.i.f. Black Malabar, 480s. per cwt. spot, and 440s., c.i.f.

PEPPERMINT LEAVES. — Dutch whole, 1s. 9d. to 2s. 2d. per lb., c.i.f.

PIMENTO.—Spot, 590s. cwt.; shipment, 500s., f.o.b.

Podophyllum. — Emodi, 190s. per cwt. spot.

Pyrethrum.—Extract, minimum, 25 per cent. w/w pyrethrins, 75s. per lb. for small lots

QUILLAIA. — Spot, 175s. per cwt.,

RHUBARB. — Chinese small rounds from 5s. 9d. to 6s. 9d. per lb. on the spot.

Saffron.—Mancha selecta, 147s. 6d. per

Sarsaparilla. — Jamaican native red short on spot, 2s. 5d. per lb.; shipment, 2s. 2d., c.i.f., nominal.

2s. 2d., c.i.f., nominal.

SEEDS.—(Per cwt.). ANISE.—Spanish,
155s., spot, duty paid. Caraway.—
172s. 6d., Spot. Celery.—Indian firm at
145s., spot; shipment, 140s., c.i.f. CorianDer.—Moroccan firm with spot quoted at
100s., duty paid and shipment, 80s., c.i.f.,
quoted. Cumin.— Indian, 190s., spot;
Iranian, 185s., duty paid. DILL.—Indian
unchanged at 100s. spot; shipment,
87s. 6d., c.i.f. Fennet.—Chinese offering
at 105s., duty paid; Indian, 120s. FenuGREEK.—Moroccan firm at 57s. 6d., duty
paid; shipment, 47s. 6d., c.i.f. Mustard.
—English, 70s. to 95s., according to
quality. quality.

SENNA. — Tinnevelly LEAVES, prime No. 1, 1s. 5d. per lb., nominal, f.a.q.; No. 3, 9d. Pops: Manufacturing (f.a.q.), 9d. and hand-picked, 1s. 6d. to 1s. 10d. Alexandria pods: Manufacturing, 1s. 6d.; new crop hand-picked, 4s. 6d. to 7s.

STRAMONIUM. - Indian LEAVES 60s. Dutch 0.5 per cent. alkaloid cwt., spot.

Tonquin Beans.—Para spot, 7s. 3d. per . Shipment, 7s., c.i.f. Angostura 11s.

TURMERIC. — Madras finger on spot is 107s. 6d. per cwt.; shipment, 97s. 6d., c.i.f., quoted.

VALERIAN ROOT. Spot: Indian (with rootlets), 130s. Belgian, whole (max. 2½ per cent. sand) for prompt shipment, 145s., c.i.f. Dutch old crop cleared; newcrop prices awaited.

Vanili in.—Rates (per lb.) are now; 5-cwt. lots, 23s. 3d.; 1-cwt., 23s. 6d. 56-lb., 23s. 9d.; smaller quantities, 24s.

Waxes. — (Per cwt.). BEES'.—Dar-es WAXES, — (Fer CWL). BEES.—Dar-es-Salaam, spot, 485s.; shipment, 460s., c.i.f. Abyssinian, spot 410s. in bond; shipment 370s., c.i.f. Benguela, shipment, 380s., c.i.f. Sudanese, spot, 425s.; shipment, 380s., c.i.f. CANDELILLA, snot, 470s. Carnauba, fatty grey, spot, 545s.; shipment, 530s., c.i.f.; prime yellow, spot, 750s.; shipment, 730s., c.i.f.

WITCH HAZEL LEAVES.—New-crop nominally, 2s. 8d. per lb.

#### Essential and Expressed Oils

AMBER.—Rectified on the spot, 1s. 6d per lb.

BAY.—West Indian, 12s. per lb. on the spot.

BERGAMOT.—Spot, from 72s. 6d. per lb CADE. — Spanish, 3s. 6d. per lb. for drum lots.

CAJUPUT.—Spot from 10s. per lb.

Calamus.—Spot, 62s. 6d. per lb.

Cananga.—Spot, from 42s, 6d, per lb CARAWAY. -- Imported oil, 27s. 6d. to 37s. 6d. per lb.

CEDARWOOD.—American rectified, 5s. 6d per lb. on the spot.

CINAMON. — From quillings, best Eng lish-distilled is 50s. per oz.; other B.P. oil from 165s. per lb. Ceylon leaf, spot 10s. 6d. per lb.; Seychelles, 8s. 6d., spot

CITRONELLA. — Ceylon, spot, 6s. 6d. shipment, 6s. 2½d. per lb., c.i.f. Formosan spot, 6s. 4½d., in bond; shipment, 5s. 11d.

CLOVE.—Madagascar leaf, spot, 8s. pe lb., duty paid; shipment, 7s., c.i.f. Rectified 87–88 per cent., 12s. Distilled bud-oil English, B.P., 30s. to 31s.

FENNEL. -- Spanish sweet, spot, 10s. pe

GERANIUM. — Bourbon, 190s.

per lb. on the spot; Algerian, 140s.

JUNIPER. — B.P.C. 1949 oil is fron
15s. per lb. on the spot. English-distilled
180s. JUNIPER WOOD, from 5s.

Lemon.—Californian cold-pressed from 12s. 6d. per lb., spot. Terpeneless, 500s per lb.

Lemongrass. — Spot, 13s. 6d. per lb. nominal and shipment, 12s. 1½d., c.i.f.

LIME. — West Indian distilled, 50s. pe lb. on the spot.

Palmarosa. — Spot, 36s. 6d., per lb. 34s., c.i.f.

Pennyroyal. — Spot, 12s. 6d. per lb duty paid.

PEPPERMINT. - Arvensis: Chinese spot cleared, Brazilian, 16s. 9d. per lb. spo and shipment, 16s. 6d., c.i.f. *Piperita* Italian "Mitcham-type" nominally 55s per lb., c.i.f., for new crop. Bulgariar B.P., 32s. 6d. American, from 32s. per lb nominal.

Petitgrain.--Paraguay, 18s. 6d. per lb spot; shipment, 17s. 9d., c.i.f.

PIMENTO. — English-distilled berr 167s. 6d. per lb.; imported, 77s. 6d. Rec tified leaf, 27s. 6d. per lb. for small lots

Pine. — Pumilionis on the spot is 16: per lb.; sylvestris, 25s.; Siberian (abietis 12s. 6d. to 14s.

Rue.—Spanish is 25s. per lb. spot.

SAGE.—Spanish, 8s. per lb.; Dalmatiar

Sassafras.—Brazilian is from 3s. 6d. pe lb., duty paid.

SPEARMINT.—American oil on the speabout 50s. Shipment prices withdraw following large domestic demand.

#### UNITED STATES REPORT

NEW YORK, OCTOBER 11: Prices of certain Bromides and chemical speci alities have been advanced by one com pany to reflect rising costs. Deman for fine chemicals for the account c pharmaceutical manufacturers is spott but export trade is improving, particu larly for Antibiotics, according t trade reports. Spot prices for Podophyi LUM were higher on limited offering: Meanwhile, the upward price trend i SPEARMINT continues to be the out standing feature in Essential Oils trade circles saying the bulk of the o production from this year's crop ha already been sold.

#### WORLD TRADE

Canadian Mission to Visit Germany. —A fifteen-member Canadian trade mission led by Mr. James Roberts (Deputy Minister of Trade) is to spend five days in West Germany during its three-week visit to Europe to study ways of expanding trade with Com-mon Market Countries. The mission mon Market Countries. The mission will seek to further trade in chemicals, among other goods. In 1959 West Germany was the leading Common Market exporter of chemicals to Canada (with 55 per cent. of all Common Market exports), followed by France with 22 per cent. West Germany's chemical imports from Canada in 1959 (24 per cent. of the total Common Market imports) were second to France's 37 per cent.

West German Chemical Trade Rises. -West Germany's exports of chemical products rose by 19 per cent. to D.M. 3,030 millions in the first six months of this year against the corresponding 1959 period. But imports of chemical products rose even faster by 40 per cent. to D.M. 1,310 millions in the same period. Exports to Europe rose by 22 per cent. to D.M. 1,970 millions, amounting to 64.8 per cent. of total chemical product exports. The six countries of the European Common Market took 25.8 per cent. of West Germany's total chemical exports, and the seven countries of the European Free Trade Association 28.3 per cent. Italy, taking D.M. 223 millions was the best customer, followed by the Netherlands with D.M. 221 millions; France, D.M. 192 millions; Switzerland, D.M. 181 millions; and Britain, D.M. 163 millions. Imports from the European Common Market countries amounted to D.M. 375 millions and those from the European Free Trade Association to D.M. 308 millions.

#### **PATENTS**

#### COMPLETE SPECIFICATIONS ACCEPTED From the "Official Journal (Patents)," October 5

Manufacture of derivatives of nitrofurfuraldehyde. Norwich Pharmacal Co. 855,193.

Preparation of senna products. C. E. Fulford, Ltd. 855.211. Stabilised chymotryps:n solution, Armour & Co.

855.163. Substituted tetrahydro - 1:3 - oxazine - 2:4 -

dione. Lepetit, S.p.A. 855,244.

Heterocyclic compounds. May & Baker, Ltd. 855,231.

Flavouring substances and their preparation. Unilever, Ltd. 855,350.

Method of forming alkaline earth metal silicates. Columbia-Southern Chemical Corporation, 855,014.

Biguanide derivatives. Aspro-Nicholas, Ltd. 855.017.

Certain esters of amino alcohols. Robins Co., Inc. 855.430.

Aromatic polyamino-acids and salts thereof. Imperial Chem.cal Industries, Ltd. 855,431. Preparation of 2-methyl-4-chloro-phenoxy alka-

noic acids. British Schering, Ltd. 855,504. Bistriazinylamino-stilbene compounds. fabriken Bayer, A.G. 855,480.

β-aminoalkylthianaphthene and R-aminoalkylbenzofuran derivatives. Smith Kline & French

Laboratories, 855,115. Preparation of sulphonylureas, C. Pfizer & Co., Inc. 855.034.

Preparation of antibiotics designated demethyltetracyclines. American Cyanamid Co. 855,169. 6-demethyl-6-deoxytetracycline and the 4-epimers thereof. American Cyanamid Co. 855,170.

Bandages or catamenial devices, Kimberly-Clark Corporation, 855,119,

Catamenial appliances. Cosette, Ltd. 855,412. Manufacture of hypodermic syringes, C. Pfizer & Co., Inc. 855,181.

Surgical dressings especially for use in chiropody, H. B. Reichelt, 855,276.

Dimethyl-1, 2-dibromo-2, 2-d chloroethyl phosphate and its application as a multifunctional pesticide. California Spray-Chemical Corporation, 855,157.

British patent specifications are obtainable (price 33, 6d, each) from the Patent Office, 23 Southampton Buildings, Chancery Lanc, London, W.C.2.

#### C. & D. RETAIL AND DISPENSING PRICE LIST

#### SURGICAL DRESSINGS

(Individually wrapped unless otherwise stated).

								,
Bandages	1 in. s. d.	1½ in. s. d.	2 in. s. d.	2½ in. s. d.	3 in. s. d.	3½ in. s. d.		6 in. s. d.
White Open Wove B.P.C., 3 yd White Open Wove B.P.C., 4 yd White Open Wove B.P.C. (not wrapped)	0 3½	0 5½	0 7	0 8½	0 10		-	
6 yd Domette, B.P.C., 6 yd. Flannel, B.P.C., 4 yd		0 6½ —	0 8½	$\begin{array}{ccc} 0 & 10\frac{1}{2} \\ 3 & 1\frac{1}{2} \\ 4 & 1\frac{1}{2} \end{array}$	1 1 3 9 4 11	<u> </u> =	1 5 4 11½ 6 6	2 1½ 7 4 9 9
Dressings		$\frac{1}{2}$ oz s. d			oz.	4 oz. s. d.	8 oz. s. d.	1 lb. s. d.
Wool (not interleaved): Absorbent cotton, B.F. Absorbent cotton, hos Lints:— Absorbent, B.P.C.	P.C	-	0 - 1 1 Size	2 2	1	2 1 1 7 3 4 Size 8	3 9½ 2 8½ 6 3½ Size 16	7 1 4 11½ 12 1
Boric Lint, B.P.C. Gauze:— Absorbent, B.P.C., 36	in. wide	0 10 ½ yd	) 1 . 1 y	3 2 d. 3	2½ yd. 6	3 7½ 6 yd. 4 1½	6 9½ —	_

#### COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Tuesday of the week of insertion.

Sunday, October 16
PORTSMOUTH BRANCH, PHARMACEUT, CAL SOCIETY, St Thomas of Canterbury Cathedral Church, High Street, Portsmouth, at 11 a.m. Luke's Day service.

#### Monday, October 17

SO.TH-WEST LONDON CHEM:STS' ASSOCIATION and BRANCH, town hall, Lambeth, London, S.W.2, at 8.15 p.m. Mrs. D. Gibson (Yardley & Co., Ltd.) on "Cosmetics."

#### Tuesday, October 18

EFFLUENT AND WATER TREATMENT EXHIBITION and CONVENTION, Seymour hall, Seymour Place, London, W.1. Until October 21.

KINGSTON PRODUCTIV.TY ASSOCIATION, Griffin hotel, Market Place, Kingston-on-Thames, at 7.30 p.m. Dinner meet ng for retailers: Mr. M. D. H. Ross (Harrods, Ltd.) on "How to Make More out of Retailing." (Ticket, price) 15s., from Miss D. Sulston, Ewell Technical College.)

LIVERPOOL BRANCH, GUILD OF PUBLIC PHARMA-CISTS, Exchange hotel. Annual dinner and dance.

WEST MIDDLESEX CHEMISTS' ASSOCIATION and BRANCH, Royal Oak hotel, Ealing Broadway, London, W.5, at 8 p.m. Mr. A. Kelsall and Mrs. J. Caudell (Middlesex County Council child guidance clinic) on "Education Psychology for Children, and Child Guidance."

#### Wednesday, October 19

EDINBURGH AND SOUTH-EASTERN SCOTTISH BRAN H. PHARMACEUTICAL SOCIETY, Heriot-Watt College, Edinburgh, at 7.45 p.m. Sir Hugh Linstead (a Secretary of the Pharmaceutical Society) on "The Practice of Pharmacy in some other Countries.'

SUNDERLAND BRANCH, PHARMACEUTICAL SOCIETY, Seaburn hotel, at 7.15 p.m. Annual dinner and

Thursday, October 20

BRANCH, PHARMACEUT.CAL SOCIETY,
Cross Keys hotel, St. James' Street, at 7.45
p.m. Talk by Mr. E. T. Kent (a member of BURNIEV the Society's Council).

DUNDEE AND EASTERN SCOTTISH BRANCH, PHAR-MACEUTICAL SOCIETY, Royal hotel, Dundee, at MACHUTCAL SOCIETY, ROYAL BOCK, Danack, at 7,30 p.m. Presentation of students' prizes; Branch representatives' reports; Mr. R. Mac-Kay (an inspector of the Society) on "The Pharmacy and Poisons Act."

LONDON SELTION, ROYAL INSTITUTE OF CHEMISTRY, South-east Essex Technical College, Longbridge Road, Dagenham, at 7 p.m. Dr. G. I. P. Levenson on "Some Chemical Aspects of Colour Photography,"

Manchester Pharmaceutical Association and Branch, engineers' club, Albert Square, at 7.45 p.m. Dr. C. Melville (pharmacy department, Manchester University) on "The Work of the Session"; presentation of prizes and talk by Mr. D. F. Lews (assistant secretary of the Pharmaceutical Society).

NOTTINGHAM BRANCH, PHARMACEUTICAL SOCIETY, County Police headquarters, Epperstone Manor,

PHARMACEUTICAL SOCIETY, 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. Mr. S. C. Jolly (laboratories of the Society's department of pharmaceutical sciences) on "The Suitability of Paperboard Containers for Dispensing Tablets," and Mr. G. Smith (laboratories of the Society's department of pharmaceutical sciences) on "Examination of a Number of Dispensing Balances."

#### Friday, October 21

CROYDON PHARMACISTS' ASSOCIATION and BRANCH Greyhound hotel, at 8 p.m. Detective Superintendent G, Salter (police laboratory, New Scotland Yard) on "Crime—Counter Measures."

ISLE OF WIGHT BRANCH, PHARMACEUTICAL SOCIETY, Bugle hotel, Newport, at 8 p.m. Mr.

F. Heckford, ophthalm'c surgeon, on "Recent Advances in Cataract Operation Technique.

#### TRADE MARKS APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," September 28 For pharmaceutical preparations for geriatric use, being goods sold in ampoules (5)

Device with words, letter and numeral GERO-VITAL H3 FIOLA, B791,754, by Fabrica de Medicamente "Fiola," Bucharest, Rumania, For medicinal and veterinary preparations and substances and anæsthetics (5)

BR1ETAL, 804,401, by Eli Lilly & Co., Indianapolis, Indiana, U.S.A.

For preparations for killing weeds and destroying vermin (5)

LEBAYCID, 806,457, by Farbenfabriken Bayer, A.G., Leverkusen 22c, Germany.

pharmaceutical preparations and substances for human and veterinary use; and sanitary substances and disinfectants (5)

TRAMACIN, 800,381, by Imperial Chemical Industries, Ltd., London, S.W.1.

For antibiotic throat pastilles (5)

THROCETS, 803,176, by Potter & Clarke, Ltd., Barking, Essex.

For pharmaceutical preducts for veterinary use

VETDORM. 805,540, by T. J. Smith & Nephew, Ltd., Hull, Yorks. For razor blades (8)

Dev.ce with words SUN OF ARABY, 799,724,

by Industries and General Agencies, Ltd., Dar es Salaam, Tanganyika. For electrically operated appliances for applying

and removing facial todet preparations (9) MAQUILLAGE AUTOMAGIQUE, B792,080,

by Antoine François Regis Peyron, Paris 9c, France.

For photographic apparatus (9)

ZEFIR, ZAFFIRO, 803,974-75, by Ferrania, S.p.A., Milan, Italy,

For optical, photographic and cinematographic apparatus and instruments and parts (9) L1GHTOMATIC, OHNAR, 805,667-68,

LIGHTOMATIC, OHNAR, 805,667-68, BEAUMAT, 806,090, by Rosley Products, Wembley, Middlesex.

For surgical, medical, dental and veterinary instruments and appliances, all made wholly or principally of steel (10)

UNISTEEL, 802,514, by United Steel Companies, Ltd., Broomhill, Sheffield, 10.

From the "Trade Marks Journal," October 5 For chemical products being diagnostic agents for laboratory use in haemoglobin determination

ACUGLOBIN, 799,785, by Ortho Pharmaccutical Corporation, Raritan, New Jersey, U.S.A.

For all goods (1)
ACULUTE, 799,786, by Ortho Pharmaccutical Corporation, Raritan, New Jersey, U.S.A. For Fuller's earth (1)

ATTASORB, 802,539, by Minerals and Chemi-Corporation of America, Woodbridge Township, New Jersey, U.S.A.

For chemical products for use in agriculture, horticulture and forestry (1)

MILLASAN, 806,563, by Boots Pure Drug Co., Ltd., Nottingham. For saccharin (1)

NUSAX, 806,592, by Thompson & Capper, Ltd., Liverpool, 24.

For hair lotions (3)

KLOCK, 803,129, by Klock Chemical Co., Parkstone, Dorset.

For all goods (3)

BRENTBRITE, B798,597, by Brentford Soap Co., Ltd., Brentford, Middlesex, TEEN CLUB, 806,734, by County Laboratories, Ltd., Brentford Middlesex

For perfumes, non-medicated toilet preparations and cosmetics; and rouge, hair lotions, and hairwaving preparations (3)

FASCINAL, 802,944, by Perma, Paris 8e, France.

For perfumes, cosmetics and non-medicated toilet preparations (3)

L'AUTRE DE JEAN DESSES, B803,389, by Les Parfums Jean Desses, Paris 8e, France, For detergents (not for use in industrial or manu-

facturing processes) (3) AMPOLITE, 804,185, by Diversey (U.K.), Ltd. London, W.1.

For after-shave lotions and talcum powder, all being non-medicated toilet preparations; and pre-

parations for the hair and shampoos (3)
TOUCHDOWN, 804,863, by Manon Frères,
Ltd., Stanmore, Middlesex. For non-medicated toilet preparations for the skin

(3)

BIOCLEAR, 805,127, by Helena Rubinstein, Ltd., London, W.1.

For pharmaceutical preparations and substances, all for use in inducing sleep (5)
DIVASLEEP, 795,400, by Diva Laboratorium,
A.G., Zurich 5, Switzerland.

For antiseptics in cream form for use in the treatment of the skin, skin diseases and of skin injuries (5)

ULTRADERM, 796,200, by Wallace Cameron & Co., Ltd., Glagow, S.1.

For veterinary preparations for dogs (5) ANTIMATE, B796,393, by Bob Martin, Ltd.,

Southport, Lancs.

veterinary preparations for the treatment of helminthic diseases in animals, for use by oral administration (5)

FRANOCIDE-ORAL, 797.796, by the Well-come Foundation, Ltd., London, N.W.1. For medicinal and pharmaceutical preparations

PLURYL, B798,782, by Lovens Kemiske Fab-

riks, H.A., Ballerup, Denmark,
For materials prepared for bandaging (5)
VELBAND, 800,530, by Johnson & Johnson, New Brunswick, New Jersey, U.S.A.

For pharmaceutical preparations and substances, all containing iron (5)

FERILATE, 800,884, by Parke, Davis & Co., Detroit, Michigan, U.S.A.

For first-aid boxes (sold complete) (5) INSPEX, 801,090, by Pyrene Co., Ltd., Brentford, Middlesex,

For infants' food (5) Device with words BONNY BABY, 801,375, by Coöperatieve Condensfabriek "Gelderland-

overijsel," G.A., Deventer, Holland, For deodorants and anti-perspirants (5)

QU1XIT, 800,672, by Beauty Counselors of London, Ltd., Lewcs, Sussex.

#### PRINT AND PUBLICITY PRESS ADVERTISING

E. K. Cole, Ltd., Southend-on-Sea, Essex: Ekco Warm-Glow electric blankets. In women's journals and general magazines; Daily Express (October 14),

M. DOUEK & Co., LTD., 39 George Street, Portman Square, London, W.1: Parfums Raphael. In women's monthly magazines.

GILLETTE INDUSTRIES, LTD., razors and blades division, Great West Road, Isleworth, Middlesex: Gillette razors and blades. From October 20. In national Sundays and dailies.

MENTHOLATUM CO., LTD., Slough, Bucks: Mentholatum deep heat rub and Mentholatum balm. In The News of the World, People, Empire News, Sunday Dispatch, Daily Mirror, Daily Express, Daily Herald, News Chronicle, Belfast Telegraph, and in local newspapers.

#### PURLICATIONS Medical Propaganda

Manufacturers' leaflets, folders, booklets, etc., directed to doctors but available to pharmacists. ARMOUR PHARMACEUTICAL Co., LTD., Hampden Park, Eastbourne, Sussex: "Chymoral" (8-p. booklet and abstracts).

BOOTS PURE DRUG CO., LTD., Station Street. Nottingham: "Ivax for the Treatment of Diarrheea" (4-p. folder); "Furamide for Ameebiasis" (12-p. booklet),

Amebiasis " (12-p. booklet),
British Schering, Ltd., 229 Kensington High
Street, London, W.8: "Neo-Mercazole in
Anti-thyroid Therapy " (4-p. folder).
Geigy Pharmaceutical Co., Ltd., Wythenshawe, Manchester, 23: "The Depressive
Patient and his Treatment with Tofranil,"
"Medomin Hypnotic," (4-p. folders); "Hygroton for Cardiac Oedema" (8-p. folders);
"Documenta Geigy: Acta Rheumatologica
No. 6." "Tofranil in Geriatric Practice (78-No. 6," "Tofranil in Geriatric Practice (78-, 16-p. booklets).

Pharmaceutical Specialities (May & Baker),

LTD., Dagenham, Essex: "A Problem of Administration?—Streptotriad," "Phenergan as an Antihistaminic and Sedative," "Flagyl— an Effective Oral Treatment for Trichomonal Vaginalis Infections" (4-p. folders); "Avo-mine in Nausca and Vomiting," "Flaxedil

Mcdium-acting Muscle Relaxant," "M, & B. Sulphonamides" (18-, 52-, 92-p. booklets).
PHARMETHICALS (LONDON), LTD., 20 Gerrard Street, London, W.1: "Primolut N" (dosage card and blotter); "Primodos in a New Form," "Primodos for Pregnancy Testing" (A.p. folders): "Psienelus N. Seferation (A.p. folders): "Psienelus N. Seferati (4-p. folders); "Primolut N for Premenstrual

(4-p. folders); "Printotu IV folders (1-p. folders) Tension "(6-p. folder).

ROCHE PRODUCTS, LTD., 15 Manchester Square, London, W.I.: "Librium" (dosage card); "Noludar," "Gantrisin" (blotters); "Madribon" (leaflet); "Tersavid and Marplan in Angina Pectoris" (4-p. folder).

THE BRITISH DR. G. HOUSES, LTD., Graham N.1." Secrosteron, Estigyn,

Street, London, N.1: "Secrosteron, Estigyn, Mepilin, Methyltestosterone B.D.H." (dosage card); "Ancoloxin" (blotter); "Disamide," (blotter); "Disamide.

"Almacarb" (4-p. folders),
UPJOHN OF ENGLAND, LTD., Crawley, Sussex:
"Albamycin T" (4-p. folder).

#### TELEVISION

Figures in the columns represent number of appearances of the product during the week.

October 23-29	London	Midland	North	Scotland	Wales	.South	N.E.	Anglia	Ulster
Alka-Seltzer	2	4	2	2	2	1	2	2	2
Anadin Andrá Philippe	3	6	3	_	1	4	5	1	
hair lacquer	_	1							
Angettes	4	3	4	Ξ		_	1	_	
Askit	_		_	_	_		1		7
Aspro	5	2	2	2	5	3	3	2	
Beccham's pills	1	2	2	2	1	1	_	1	1
powders	4	5	4	5	4	4	4	4	4
California syrup of									
figs	_	-	2	_	_	_	-	_	_
Christy's emulsion	_	_	_	Ŧ.	_	_	_	1	_
face pack	2	1	1	1	_		_	_	_
Coldrex Coliclean	3	3	3	3	3	3	3	3	2
	2	2	3	4	2	2		-5	2
Crookes Dekrasil	-	-	J	7	-	~	~	)	_
capsules	_		4	_	_		3	_	_
Cuticura	_	2	_	2	_	_	_	_	2
Decp Heat	1	—	—	-			1	_	_
Delsey	3	_	—	3	3	3	3	2	-
Ecko nurseryware	-	-	-	_	_	1	_	_	_
Elliman's									
embrocation	1	1	1	2	1 2	1	1	1	1
Eno's fruit salt Euthymol tooth-	_	2	_	_	2	_	_		_
paste	1	1		1	_	1	1	1	_
Farley's infant foods	i	î	1						
Fynnon salt	î	î	î	1	1	1	1	2	1
Germolene		3	1	_	_	_	1	_	_
Guavin	_	_	_	—	_	1	_	_	
Hemotabs	—	_	1	—	—	—	—	_	—
Hi-Glo shampoo	3	3	3	_	3	3	3	_	_
Horlicks	_	1	1	_	1	1	1	1	1
Imperial Leather soap	3	4	3	3	3	3	4	3	2
Izal tissues	2	3	3	3	5	5	3	4	2
		_	5	_		_	_		
Kruschen salts  Loxene haar cream.	2	2	2	2	2	2	3	4	2
Milk of Magnesia	1 -		_	1	1	1	1	,1	—
tablets	_	2	2	_	_	—	<u> </u>	÷	2
Penetrol inhalant	_	1	1	_	_	_	1		
Pepsodent tooth-	_		_						_
paste	2	2	2	2	2	2	2	2	2
Philips electric blankets		_	1 -	_	1		1	_	_
Was 141 a	5	5	5	5	5	5	5	5	5
Philishave Phillips tooth-				_					_
paste	1 -			_	_		_	_	
Phosferine	2	2	2 ·	_	_	_	—		—
Phyllosan	-	1	1 -	-	1	2	2	2	2
Rennies	2	2	2	4	2	2	3.	3	4
Rimmel	1 .		1 -	_	1 .	1	1	1	1
Rinstead pastilles	1 -			1	l	1	1	1	1
Silvikrin liquid shampoo	3	2	2	2	2,	3	3	2	3
shampoo	_	1	1 -			_	_		_
Tru-Gel	3	1	2	1	3	3	1	2	1
Velouty powder									
	1 .		-						_

1 1 1 - 1 1 1 1 1

Wincarnis ...

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		•





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#### W. B. CARTWRIGHT OFFER

## CEIML

ANALGESIC & ANTIPYRETIC NON-SALICYLATE TABLETS

PRICES: TAX FREE
BottleSize | Wholes

20 Tablets 40 Tablets Wholesale 15/3 per doz. 26/- per doz. Retail 1/11 ea. 3/3 ea.



#### SPECIAL BONUS SHOWS 68% PROFIT ON OUTLAY

**CETAL** Tablets relieve headaches, period pains, migraine, colds and influenza, neuralgia, neuritis, rheumatism and sciatica.

**CETAL** Tablets are suitable for both adults and children. They are absorbed quickly and act rapidly. Safe for occasional or prolonged treatment.

**CETAL** Tablets are non-irritating, non constipating and show no adverse cardiac effects.

CETAL Tablets contain 0.5 Gramme Paracetamol.

DISPLAY BOX CONTAINING:

10 Bottles of 20 Tablets; 2 bottles of 40 Tablets

W. B. CARTWRIGHT LTD., Rawdon, Leeds



### 10% **DISCOUNT OFFER**

on Christmas Wrappings

FOUR COLOURFUL GIFT PARCEL DESIGNS

Size of sheets — 20" x 30"

- COACH & HORSE The days of the stage coach recaptured in this delightful old world design.
- STAG Traditional winter scenes, in a setting of seasonal motifs, make this a charming paper.
- CHURCH & TREES A Continental design with colourful vignettes, which aptly convey the Christmas atmosphere.
- 4 HOLLY Always appropriate for the Christmas season. An attractive wrapper. Size of sheet 20" x 28".

These are good quality bleached kraft wrapping papers, all printed in several colours. Sold in reams, half-reams and rolls of 144 sheets. Prices and samples on request.

CHRISTMAS COUNTER SATCHELS Pícturesque stage coach design în sepia photogravure with seasonal motifs. Colourful bag in three sizes.

#### 10% DISCOUNT OFFER

WRAPPINGS

If you place an order for half-reams of the four designs of wrapping paper, you can obtain 10% DISCOUNT under this special offer.

HALF-REAM No. 1 DESIGN	 31/9
HALF-REAM No. 2 DESIGN	 30/6
HALF-REAM No. 3 DESIGN	 29/3
HALF-REAM No. 4 DESIGN	 25/3

116/9

105/-LESS 10% DISCOUNT

#### SATCHELS

1000 No. 500 No.	8	5"	x	7″	x	9½"		
500 No.	8B	4″	x	$5\frac{3}{4}''$	x	$7\frac{1}{2}''$	<b>44</b>	ŀ
250 No	Q A	6"	v	21"	v	T2"		

TWO SPECIAL OFFERS 43/6 43/-FOUR SPECIAL OFFERS

FILM-FACE BAGS BEAUTY-AID BAGS

ETC.



NEW from BENBOWS, famous for DOG-HEALTH PRODUCTS -SUPER VITAMIN CONDITION TABLETS



#### and BIG BONUS OFFER:

ARTHUR H. COX & CO. LTD., BRIGHTON, ENGLAND

Formulated from health-giving ingredients and balanced vitamins these super condition tablets are ATTRACTIVELY FLAVOURED. Nationally advertised, they will be big sellers. Take advantage of this

GENEROUS INTRODUCTORY BONUS OFFER 12 CARTONS IN ATTRACTIVE DISPLAY OUTER FOR LESS THAN THE PRICE OF II

Every 12 1/- size invoiced at 7/9 instead of 8/6 Every 12 2/6 size invoiced at 19/2 instead of 21/-

(All sent Carriage Paid Home). This offer applies to ALL your orders received up to November 25th.

Order today through your usual wholesalers or direct from the manufacturers.

Other BENBOWS Products:

SUPER ROUNDWORM TABLETS . SUPER TAPEWORM TABLETS

DOG MIXTURE . DOG OINTMENT . DOG SOAP

A BENBOWS dog - is a GAY DOG

C. F. GERHARDT LTD., Benbows Laboratories, New Era Works, Purley Way, Croydon, Surrey.



### for protein anabolism

'Anapolon' is an entirely new anabolic agent originating from the research laboratories of the Syntex Corporation and manufactured in Great Britain by I.C.I.

Distinguished by its ability to promote the retention of nitrogen and other elements essential for tissue building, 'Anapolon' restores the metabolic balance and facilitates recovery in cases of febrile or wasting disease, impaired development in children, surgical procedures, burns and other injuries.

### Anapolon

- \* Aids tissue building.
- \* Improves appetite and promotes weight gain.
- \* Hastens post-operative recovery and convalescence after disease.
- Corrects decalcification.
- \* Stimulates growth and development in children.

#### A POTENT, SAFE ANABOLIC AGENT

Presented in scored tablets of 5 mg.
In containers of 25, basic N.H.S. cost, 19/-.
100, basic N.H.S. cost, 70/-.

A 500 size is also available.

A product of the Syntex Corporation.

PH86

IMPERIAL CHEMICAL INDUSTRIES LIMITED PHARMACEUTICALS DIVISION WILMSLOW CHESHIRE



# Fru-Wita

a new 3'- blackcurrar drink with 10'1d per dozen profit for YOU!

Fru-vita Fru-vita Fru-vita

45% pure Blackcurrant Juic

in the <u>non-returnable</u> bottle

sold through chemists only



Big profits, no bottles back, so no storage problems for you — you can see the advantages Fru-vita offers.

Cash in right away and make the most of this wonderful opportunity!

Ask for the special Display Material when you order.

OPTREX LIMITED, WADSWORTH ROAD, PERIVALE GREENFORD, MIDDLESEX. TELEPHONE PER 4441

This new Vitamin C health drink, retailing at 3/- contains 45% (approx.) natural blackcurrant juice. Fru-vita's going to be a big seller! Here's how you make big profits on your orders of Fru-vita.

Retail Price

36/per doz.

Normal Trade Price 28/9 per doz.

LESS SPECIAL

INTRODUCTORY OFFER

of 5% on

orders of 3 dozen

27/4 per doz.

Less normal quantity

discount on

3 dozen of 5%

25/11 per doz.

#### YOUR PROFIT 10/1 per doz.

#### Bigger orders—Bigger profits!

Orders of £6 to £12, less 7\\\ Orders of over £12, less 10%

Normal quantity discounts include orders for other Optrex products when they are added to your Fru-vita order.

## for even bigger profits-







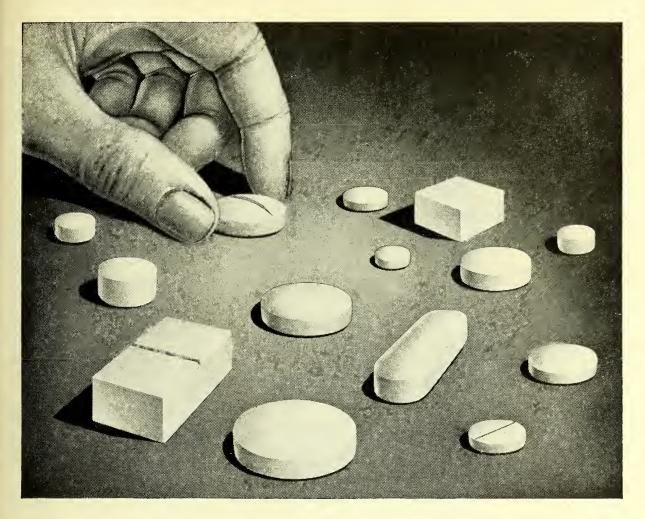
#### Powerful Advertising to do your sales good

New television commercials to be featured on a national scale supported by press campaigns in national and provincial newspapers, and women's weeklies; eye-catching posters and point-of-sale material: these are bringing the name 'SANATOGEN' Tonic Wine to an ever-increasing public—and an ever-increasing number of customers to *you*.

**Stock Now** — and take advantage of the demand which will be created by the powerful 'SANATOGEN' Tonic Wine advertising. Ask for details of the attractive window and counter display material.

## SANATOGEN' TONIC WINE

SOLE DISTRIBUTORS:



## THOMPSON & CAPPER for TABLETS

Competitive Prices and first-class "Own Name" label service for Tablets of Aspirin and Compound Codeine Tablets,



So many people think of Thompson & Capper when they want good tablets, because only the best is good enough.

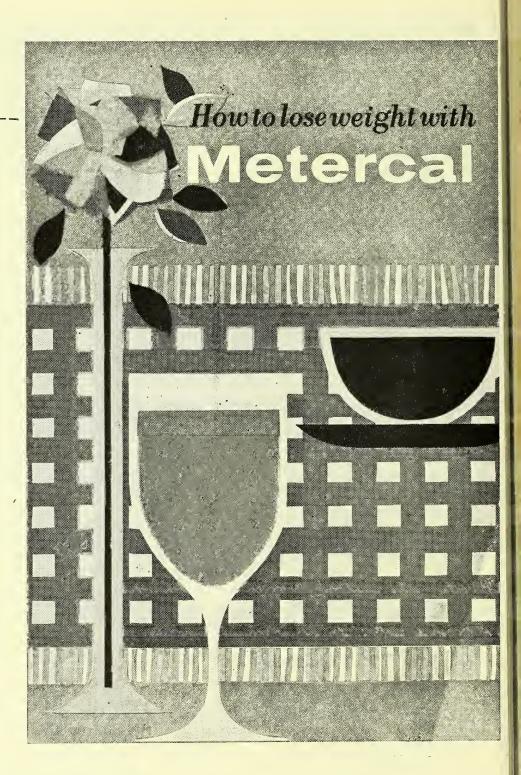
If it's official tablets you're after, or you would like to see your product in tablet form, then Thompson & Capper are the obvious choice.

Whatever your needs in the way of tablets, you can depend on Thompson & Capper.

#### THOMPSON & CAPPER LTD.

MANUFACTURING CHEMISTS, SPEKE, LIVERPOOL, 24

Telephone: Hunts Cross 1321



### All about Metercal

## The new natural way of losing weight

#### Free-FOR YOUR CUSTOMERS

Mead Johnson are offering this free 8-page booklet, which contains all the details and advice your customers will require concerning Metercal —a new concept in weight control. Metercal is itself a food—it nourishes, and at the same time reduces weight. Details include a calorie chart and menu suggestions for those on a dieting programme.

#### Free-FOR YOU

This booklet will give double benefit. It will enable you to give a swift, yet comprehensive answer to the ever-increasing number of enquiries from your customers, who will be seeing frequent advertisements for Metercal in the National Press, in magazines, and on TV.

It will also give potential customers complete assurance as to what Metercal *is* and *does*.

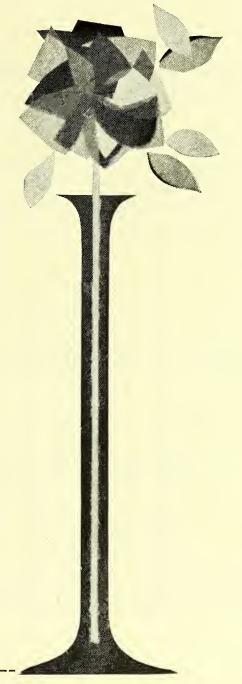
- ★ METERCAL is a new concept in weight control
- \* METERCAL is nutritionally sound
- \* METERCAL gives appetlte satisfaction
- ★ METERCAL is clinically proven and full information has been supplied to the medical profession
- ★ METERCAL contains no drugs, no appetite depressants, or bulking agents

Ask your Mead Johnson Representative for booklets and attractive point-of-sale material, or write to Mead Johnson Limited, 10 Upper Grosvenor Street, London, W.1.

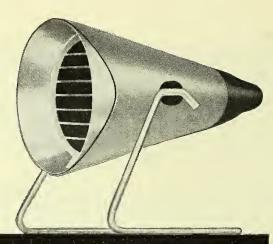
Order Metercal from your wholesaler today



Mead Johnson



## This is new



#### - and it has a powerful new selling feature

Here's a new Philips 'Infraphil' with an important new feature - Concentrated Beam. In fact, Philips new 'Infraphil' provides infra-red heat in its most effective, most convenient form. It has a new bulb with a prismatic lens front and a special internal reflector that combine to concentrate the rays onto the actual pain area, giving faster, more effective relief. The new 'Infraphil' has also been re-designed for easy, comfortable use, no matter what part of the body is being treated.

#### Big advertising and sales support

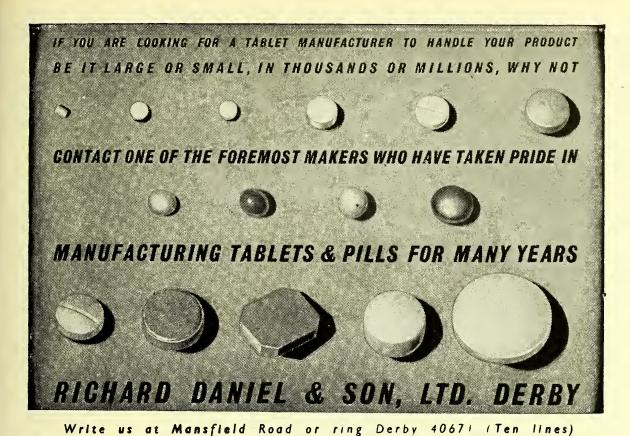
Advertisements in selected magazines and TV participation spots will be widely used this winter to put over the new 'Infraphil'— with special emphasis on Concentrated Beam.

Colourful display material is available to carry the sales message right to the point of purchase. Dealer advertisements, with space for your name and address, are also available. And special mailings will tell doctors all about this superb new lamp. So, when heat treatment is prescribed, you'll be selling Philips new 'Infraphil'!

## This is concentrated beam NERAP

PRICE £4.17.6 Philips 'Infraphil' is only available to customers who have medical excited

PHILIPS ELECTRICAL LIMITED . CENTURY HOUSE . SHAFTESBURY AVENUE . LONDON . WC2





Fitting or refitting your shop with Remploy Lundia prefabricated shelving saves you money. It needs no outside labour to assemble . . . it costs far less than custom-built installations . . and it is remarkably adaptable.

Because of the comprehensive range of sizes, Remploy-Lundia Shelving can fit into any given wall space to within 6 inches. Each shelf is adjustable—can be moved up or down at intervals of  $\frac{3}{4}$  inch.

Any combination of widths can be joined together, and extension bays are easily added to existing Remploy-Lundia units.

Made from polished hardwood in natural finish, Remploy-Lundia shelving is smart looking as well as practical. Remploy-Lundia can cost as little as £3 per foot by 6 ft. high.

Write today for full details to:

#### REMPLOY LIMITED

415, Edgware Road, London, N.W.2. Telephone: GLAdstone 8020



Check your stocks today and ORDER NOW!

STANDARD MODEL

Retailing at

AND SUPPORTED BY EXTENSIVE NATIONAL ADVERTISING

OTHER MODELS IN THE SUBA-SEAL RANGE INCLUDES:

STREAMLINE	8'6
COMET	7'11
GAYWARM	8'6
DOG TOBY	
STREAMLINE COT	
SUBA-LUXE	
SUBA-LUXE COT	14 11

TRUSTED HOT WATER

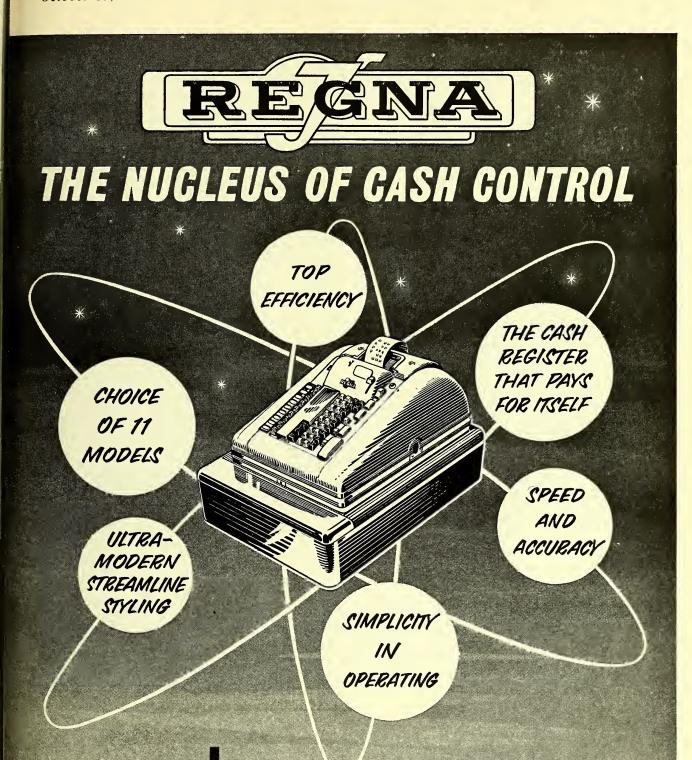
IOD HOUSEKEEPING INSTITUTE

Build up your Sales with SUBA-SEAL"

- \* FOREMOST FOR VALUE
- \* FOREMOST FOR SAFETY
- \* FOREMOST FOR QUALITY
- \* FOREMOST FOR PROFIT
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Made by the Manufacturers of the famous "SUBA-SEAL" BABY PRODUCTS & "SUBA-MAID" HOUSEWARES

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#### REGNA MANUFACTURERS SERVICE

On-the-spot service by factory-trained skilled engineers.





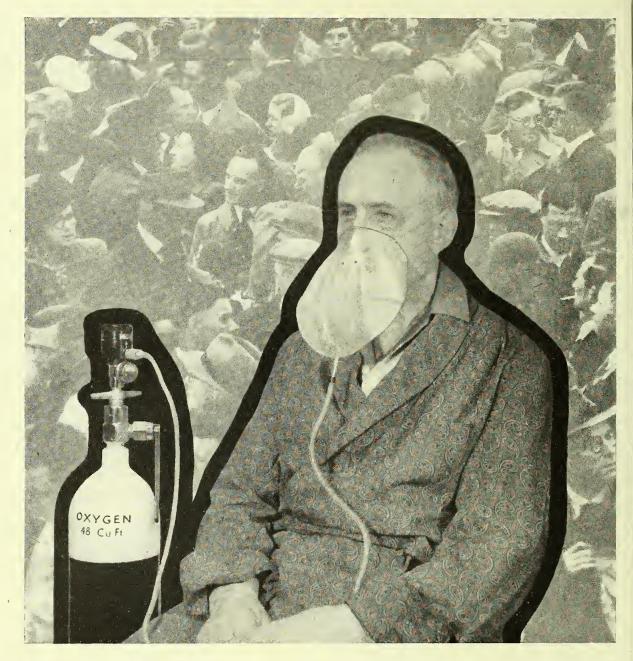
#### TO THE REGNA CASH REGISTER COMPANY

27, John Adam Street, London, W.C.2 Tel: TRA 3351-4 Please rush without obligation, illustrated multi-coloured leaflet together with full details of a REGNA for my business.

NAME

ADDRESS

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#### RESPIRATORY DISEASES ARE NOW A NATIONAL PROBLEM

- One of the latest developments in oxygen breathing equipment is the Kidde Type H.S. Oxygen Set which is available for purchase and has been specially developed for the National Health Service. It is designed for use with standard medical oxygen cylinders fitted with bull nosed valves.
- Approved by the Ministry of Health for domiciliary use against E.C.10 orders.

Stock the H.S. Set now for prescription use.



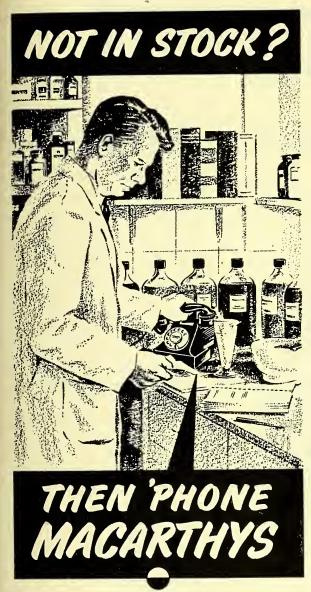
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BELVUE ROAD

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## THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

The weekly newspaper for pharmacy and all sections of the drug, pharmaceutical and fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and the Pharmaceutical Society of Northern Ireland

Volume 174

October 15, 1960

No. 4209

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MORGAN BROTHERS (PUBLISHERS), LTD., at 28 Essex Street, Strand, London, W.C.2

Telephone: Central 6565 Telegrams: Chemicus, Estrand, London

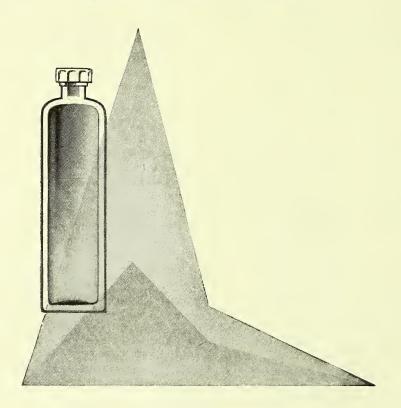
WOLVERHAMPION: 89 Woodland Avenue, Tettenham Wood. GLASGOW: 160 Nether Auldhouse Road, S.3. Phone: Langside 2679. LEEDS, 16: 32 Wynford Rise, West Park. Phone: Leeds 67 8438.

ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Diary and Year Book, £2 10s. Single copies one shilling each.



## can now be given as SYRUP\*



A readily accepted and palatable presentation giving the rapidly attained high-peak blood levels characteristic of Broxil.

Supplied as o powder for preparation of 60 ml. Syrup. Each 5 ml. teaspoonful contains 125 mg. of  $6-(\alpha-phenoxypropionomido)$  penicillonic acid os potossium salt.



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## in the treatment of peptic ulcer

### ROTER

## has particular advantages





**ROTER** achieves a high cure rate and often gives effective control of even refractory chronic cases which have resisted other treatments.

**ROTER** in many cases obviates the need for hospitalization or surgical intervention.

**ROTER** helps patients to keep ambulant and symptom-free with a minimum of medication and with few, if any, dietary restrictions.

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ROTER has no known side effects.

**ROTER** requires no supplementary medication such as sedatives or antispasmodics.

ROTER shows a saving in cost when compared with conventional methods of treatment.

#### REFERENCES

Therapie der Gegenwart, 1953, 3, 108 Gazzetta Medica Italiano, 1954, 113, 343 Die Medizinische, 1955, 4, 163 British Medical Journal, 1955, 2, 827 Compt Rendus de la Société de Biologie, 1953, 150, 1019 American Journal of Gastroenterology, 1957, 28, 439 Wiener Medizinische Wochenschrift, 1958, 108, 218 Arztliche Praxis, 1958, 10, 766 Journal Lancet, 1960, 80, 37

#### FORMULA

Each Roter tablet contains:

Magnesium Carbonate (400 mg.), Bismuth Subnitrate Roter (350 mg.). Sodium Bicarbonate (200 mg.) and Cortex Rhamni Frangulae (25 mg.).

#### PACKINGS OF ROTER TABLETS

Retail Prices including P.T., Trial size 40 tablets 6/10d., Standard size 120 tablets 19/4d.
Dispensing packs 360 and 720 tablets, P.T. exempt.

OBTAINABLE FROM YOUR USUAL WHOLESALER

ROTER TABLETS are in Category "S". Literature on Request.



The first broad spectrum psychotropic drug

## TARACTAN TARACTAN TARACTAN

Neuroleptic Thymoleptic Tranquillizer



Roone

Acts rapidly

Few side effects

Price advantage

Pharmacists are recommended to sell only on prescription

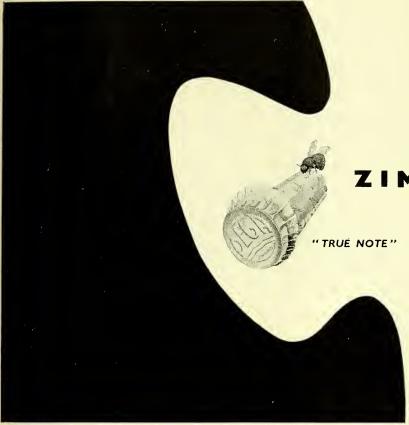
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Literature on request from

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BRANO

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A wide range of floral and speciality bouquets for all classes of trade

#### TERPENELESS ESSENTIAL OILS

Specialities:—
Terpeneless
Essential Oils
& Concentrates

#### ZIMMERMANN

#### **ESSENTIAL OILS**

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Glasgow Office:
17 York Drive, Burnside,
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are vitally important in retail selling and Salesmaster ensure that first impressions of *your* shop are favourable. The modern design of wall units and counters immediately impress the customer. Although it is the fittings which give the welcoming impression of a light, clean shop, it is the *goods* which she really sees. Thanks to Salesmaster's clever design she can see *everything*, a great help to her and, of course, to *you*.



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Please send me full details of your Free Planning & Advisory Service CD/15/10

NAME ......

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- \* Takes all 35 mm. colour slides (2 × 2 in.).
- \* Just press the slide to operate.
- \* Hooded, optically polished lens.
- \* Beautifully styled in two-tone plastic.

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#### Buy direct from the manufacturers INTERIOR NORLAND **DISPLAY UNITS**

#### THE "PH2" FILM UNIT

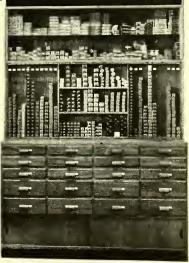
This attractive and useful Fitting has a dispenser specifically designed for the quick and easy sale of films. The dispenser is divided at the back by glass partitions and as \_\_ film is removed so another drops into its place. A display section fitted above the dispenser units ideal for showing all forms of accessories. and has glass sliding doors and glass shelf.

Below the film dispenser is a drawer and stock cupboard unit with flush sliding oak doors.

The whole unit is French polished in light oak and has an angled cornice running the full length of the fitting in either an oak or ebony finish.

As illustrated 5' long × 7' high with 20 drawers Ex-works

6' long × 7' high with 25 drawers Ex-works



Ex-works £77

Ex-works £85

★ Deferred payments can be arranged. ★ Write for complete catalogue. LIDDLE KEEN & CO., LTD. NORLAND YARD, LONDON, W.II Tel: PARK 9881/2 from the BUSII laboratories

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Heliotropine Sodium Bisulphite

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Piperonyl Alcohol

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fine chemical manufacturers

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Keep your



## TABLET CARTONS

tidy

SIZES 2, 3, 4, 5 now supplied in RIGID BOXES containing 1000 cartons

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#### SUTTLEY & SILVERLOCK

ANDOVER, HANTS TEL. 2234



NORTHANTS



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Full particulars, samples and prices from Calfos Ltd.

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ELECTRICAL DEMISTER

with the new
PATENT HEAT REFLECTOR

MORE EFFICIENT THAN EVER
Keep your windows clear of mist in all weathers.
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Also Pegboard Fittings and other Display Equipment.

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PRICES REDUCED

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100 boxes and over 3/2 per box, S0 to 99 boxes 3/6 per box under 50 boxes 4/- per box. Standard pack, 6 gross to a box IMMEDIATE DELIVERY FROM LONDON STOCKS

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LOWEST PRICES SINCE THE WAR
Size 6 in. × ½ in. × 2 mm. thick. Prime Hardwood perfectly finished
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irregularity and lassitude. Over 1/9 BOX PROFIT by ordering 1 dozen 6/3 size. Bonus given on every dozen (13).

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71 DARTMOUTH ROAD, LONDON, S.E.23

FW.



National Advertising backs your DISPLAY

—and remember Victory V Gums!

Victory V LOZENGES

Details, write to VICTORY FACTORIES, NELSON, LANCS.

A

NEW

## 24 SERVICE

#### FOR YOUR N.H.S. ELASTIC HOSIERY NEEDS

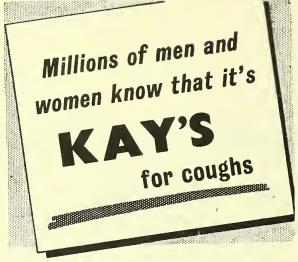
To save you time, trouble and expense we now supply *ALL* types of stocking specified for N.H.S. requirements.

- YOU need hold NO STOCK—WE do this for you.
- ALL standard sizes are posted to you the day we receive your order.
- ALL your requirements from ONE source and on ONE account.

## ELASTIC YARN (LASTOYARN) LIGHTWEIGHT ELASTIC YARN (LASTOFINE) ONE-WAY STRETCH (LASTOTHREAD)

AND, of course, ELASTIC NET (LASTONET) made ALWAYS to individual measurements and despatched in 3 DAYS from receipt of order.





\* feature Kay's display material prominently on your counter

### KAY'S

LINSEED COMPOUND

All enquiries to:—
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of these popular rolls?

Demand is growing and, on terms of 25% or more, they make a most profitable line.

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SPICES
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HAMBURG



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You might receive this prescription now that the new lightweight Single Unit Set for domiciliary oxygen therapy has been approved for use against E.C.10 orders. Developed by British Oxygen this equipment is robust, easy to operate, and is supplied with two disposable Polymask inhalers. This domiciliary oxygen therapy equipment is now an essential item in a chemist's stock.

For demonstration and full details of how to purchase or hire this equipment, please write to





#### 'Educating Jane'

## "Figaro shavers on 14 days trial...

all very well, Mr. Hargreaves, but it depends whether it's a free trial for us or the customers. Supposing someone thinks he's just going to get a fortnight's free shaving!"

"It's free to us, Jane, and we can pass it on to our customers. When a Figaro goes out on trial it almost always means a sale for us. Even if it does come back into stock requiring attention, Ever Ready will give it a full factory service for us free of charge. Now where are you going?"

I'm moving that Figaro display to the front of the window,

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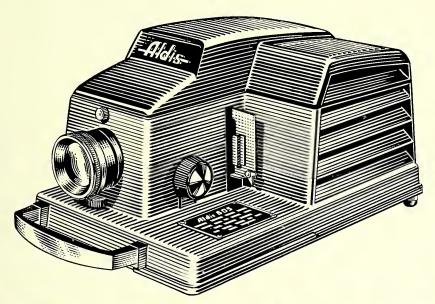
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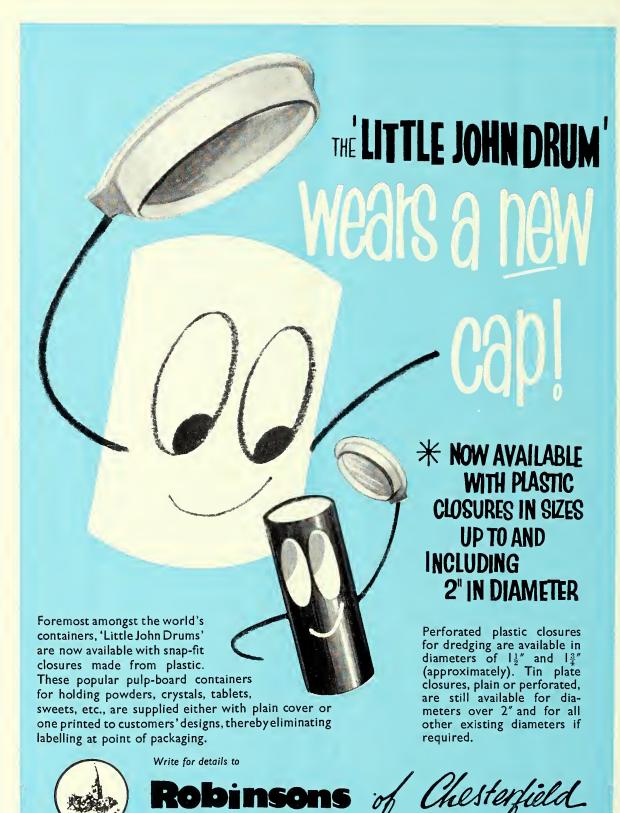
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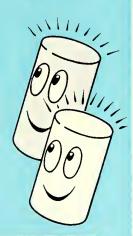
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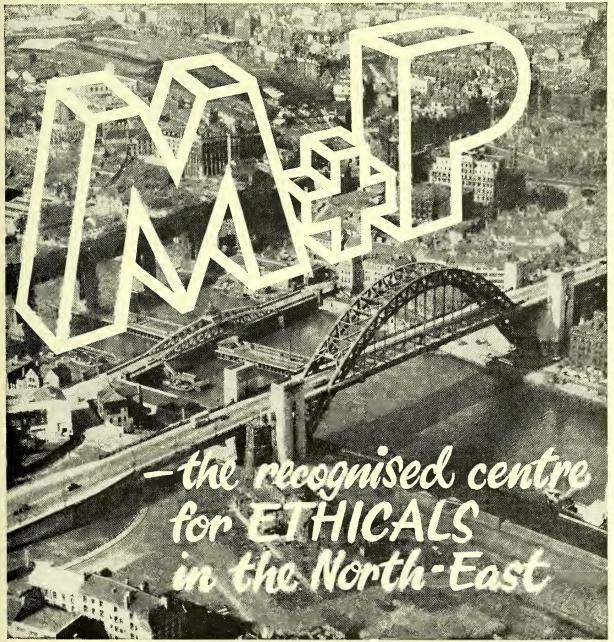
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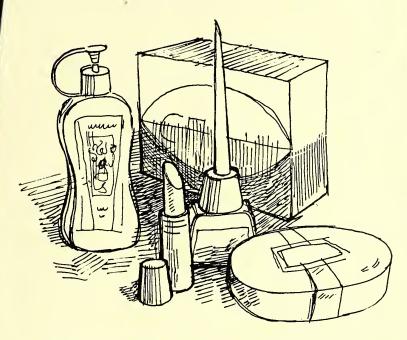
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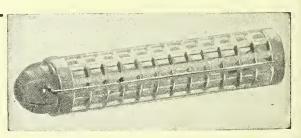
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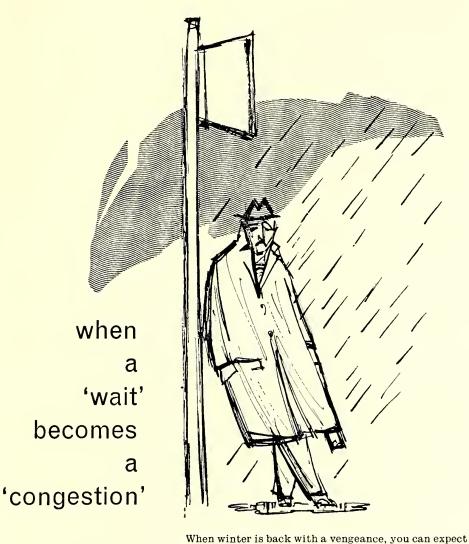
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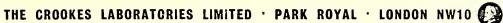


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